

## **Practical Negotiation Skills**

Paris, 25/26/27/28 July 2016  
**16 contact hours / 2 ECTS credits**

### **COURSE DESCRIPTION**

This course will introduce issues in negotiation, with emphasis on integrative negotiation, value creation and preparation as well as communication. Different negotiation processes in diverse scenarios will be addressed through class discussion and role play simulations. This module has a strong practical approach and participants learn about their own negotiation style following a learning by doing approach.

### **INTENDED LEARNING OUTCOMES (ILOs)**

In this course, you will develop your skills to:

- a) Understand the basics of principled or integrative bargaining strategies, as laid out in the bestselling book *Getting to Yes* (Roger Fisher & William Ury, 1981) and differentiate them from distributive negotiation strategies.
- b) Apply the processes unveiled in the class role play scenarios to real-life negotiations, perceived as all processes aiming for mutually beneficial outcomes and the creation / maintaining of long term relationships.
- c) Conceptualize the ins-and-outs of negotiation and apply these concepts into planning and preparing all kinds of professional negotiations.
- d) Understand the communication processes taking place at and around the negotiation table.
- e) Identify the variables in the negotiation process which make principled negotiation possible, especially the key behavioral characteristics of the players.

### **COURSE CONTENTS**

The course will be made of a mix of theory delivered to the students and application exercises, with at least one main role play per day. Those will be based on realistic scenarios and enable participants to practice negotiation in real-life settings. Extended class discussions will be used to guarantee appropriation of the course concepts and the creation of linkages with the participants' own experiences.

The course will cover universally applicable negotiation tools, methods and skills. In particular, the following aspects will be presented: integrative (win-win) vs. distributive (e.g. money) negotiation settings, zone of possible agreement, planning and preparation,

creativity, communication and process. The objective is to provide students with key analysis grids and tools to better understand negotiation, and hence negotiate more effectively in various settings.

## WORKING LOAD

Type of course	Number of Hours	Comments
<b>Face to face</b> Lecture	20.00	20.00 hours of lectures are required to complete the module.
<b>Personal Work</b> Readings	30.00	
<b>Total workload per student</b>	50.00	

## TEACHING METHODS

Interactive lectures, Simulations, Coaching.

## REQUIRED COURSE MATERIALS AND READINGS

Getting to Yes, Roger Fisher, William Ury and Bruce Patton, Random House, 1981 (any edition is valid)

## ASSESSMENT

Students are assessed through participation in the simulations and through an exam.

## PREREQUISITES

None