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Course title	Introduction to Negotiations			
Course code	MGMT409			
Course type	Theoretical, Compulsory Course			
Level	Undergraduate			
Year / Semester	Year 4 Semester 8			
Teacher's name	Konstantinou Marina			
ECTS	6	Lectures / week	3	Laboratories / week
Course purpose and objectives	This course aims to provide an introduction to the key elements of negotiations, as well to develop analytical and communication skills that are necessary for successful business negotiations. It is also focuses on identification of optimal win-win solutions in negotiations and profitable deals			
Learning outcomes	<p>After the completion of the course students are expected to:</p> <ul style="list-style-type: none"> • Be able to describe the actions taken on different stages of negotiation • Explain the importance of pre-negotiation and post-negotiation phases • List the roles and functions in negotiation teams • Be able to formulate and apply the instruments of negotiation strategy and tactics • Identify the zone of possible agreement (ZOPA) in negotiations • Explain the functions of the best alternative to a negotiated agreement (BATNA) • Be able to recognize and use BATNA in negotiations • Identify different negotiation scenarios • Describe negotiation styles in different cultures • Adjust negotiation tactics to cultural differences • Formulate objective and subjective trust-building factors and apply trust-building methods in negotiations • Formulate and apply psychological principles of successful negotiations 			
Prerequisites	MGMT212 Strategic Management I	Required	None	
Course content	<ul style="list-style-type: none"> • Introduction. What is negotiation? Definition, Negotiation vs other social interactions, Aspects of negotiation research and practice, Aspects of negotiation • Preparing the negotiations: Goal-setting: identifying your goals, options and criteria of success, Identifying your BATNA (Best alternative to a negotiated agreement) and ZOPA (zone of possible agreement), Assessing the other side, red-teaming, Learning about 			

	<p>catalysts and barriers of successful collaboration, Designing a negotiation plan, Creating a negotiation team</p> <ul style="list-style-type: none"> ● In the room: the actual negotiation stage: 3 phases of actual negotiations: initial phase, exploratory phase and finalization, Rational and emotional elements of trust, cultural and psychological differences of trusting people, Tactics for promoting a constructive negotiation climate, Positions and interests in negotiations, 4 negotiation scenarios: win-win, win-lose, lose-win, lose-lose, Negotiation styles, Persuasion techniques, Instruments of negotiations, Reaching an agreement, types of agreements ● Negotiation strategies: Positional bargaining, Principled negotiations Mixed negotiating, 3-D Negotiation ● Special negotiation cases: International and cross-cultural negotiations Crisis negotiations
<p>Teaching methodology</p>	<p>The course content will be taught using:</p> <ul style="list-style-type: none"> ● Power Point presentations ● Guided discussions with the active participation of students ● Examples and case studies that relate to the content of the course ● Question and answer section ● Use of internet and related IT infrastructure ● Use of video projector and whiteboard ● Assignment
<p>Bibliography</p>	<p>Greek Bibliography</p> <ul style="list-style-type: none"> ● Ρούσσοσ, Νίκος(2004),Harvard Business Review : Για Διαπραγματεύσεις και Διευθέτηση Διενέξεων. Κλειδάριθμος, ISBN: 960-209-795-7 <p>English Bibliography</p> <ul style="list-style-type: none"> ● Thomas A. David B.(2018), Negotiations and Change : From the Workplace to Society. Ithaca: Cornell University Press, ISBN 9780801440076 EBSCOhost ● Warter, Iulian(2019),Negotiation and Decision Making in Mergers and Acquisitions. Intercultural Due Diligence. New York: Nova,ISBN 9781536159189 EBSCOhost ● Nicholas H. Daphne H.(2012), E-Negotiations : Networking and Cross-Cultural Business Transactions. Farnham, Surrey, England: Routledge, ISBN 9781409401964 EBSCOhost ● Paul, Beason,Tom(2007), Business negotiation : A practical workbook. Gower,ISBN: 978-0-566-08072-2 ● Beasor, Tom.(2005), Great Negotiators: How the most successful business negotiators think and behave. Gower,ISBN: 0-566-08728-6 ● Fowler, Alan.(2004), Negotiating, persuading and influencing. Institute of Personnel and Development, ISBN: 0-85292-755-X



Assessment	<ul style="list-style-type: none">• Attendance and Class Participation: 10%• Assignment: 20%• Intermediate Written Examination: 30%• Final Written Examination: 40%
Language	English or Greek