

Negotiation Techniques

Negotiating Successfully Across Cultures



Master's in Management of Technology

Fall 2020

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Learning Outcomes

Understand
the
Negotiation
Process

Be able to
use 2
distinct
approaches

Gain
essential
self
awareness

Understand
cultural
differences
effect on
negotiation

Four
essential
skill sets for
courageous
leadership
and
negotiation

Learn how to
stay
engaged
and have
influence in
tough
conversations

Class Schedule 13:15 – 15:15

1. September 18	2. September 25		
3. October 9	4. October 16		5. October 30 MID-TERM
6. November 13		7. November 27	
8. December 4	9. December 11		

The main text book for this class

Essentials of Negotiation, 6th Ed. by Lewicki, R.J., Barry, R. & Saunders, D.M. McGraw-Hill Higher Education: New York, NY, 2016.

All of the materials that you need will either be posted on the **Moodle Platform**.

Go to <http://moodle.epfl.ch/course/view.php?id=3311>
enter the enrollment **key: inter77**.

If you intend to follow the course, please do this no later than the second class meeting.

Reading refer to the Syllabus pg.3

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•September 18, 2020

Course Introduction / Learning Outcomes /
Schedule / Evaluation / Participation

What is Negotiation?

Negotiation Scenario and debrief

Personal Performance Reflection Worksheet

Exploding Offers

Homework Assignment

Six Phase Model of Negotiation & Planning