

## BUSA90474 Executive Decision Making & Negotiation

<b>Credit Points:</b>	6.25
<b>Level:</b>	9 (Graduate/Postgraduate)
<b>Dates &amp; Locations:</b>	2013, Parkville This subject commences in the following study period/s: March, Parkville - Taught on campus.
<b>Time Commitment:</b>	Contact Hours: 16 hours (intensive) Total Time Commitment: 60 hours.
<b>Prerequisites:</b>	None
<b>Corequisites:</b>	None
<b>Recommended Background Knowledge:</b>	None
<b>Non Allowed Subjects:</b>	None
<b>Core Participation Requirements:</b>	<p>&lt;p&gt;For the purposes of considering request for Reasonable Adjustments under the Disability Standards for Education (Cwth 2005), and Student Support and Engagement Policy, academic requirements for this subject are articulated in the Subject Overview, Learning Outcomes, Assessment and Generic Skills sections of this entry.&lt;/p&gt;         &lt;p&gt;It is University policy to take all reasonable steps to minimise the impact of disability upon academic study, and reasonable adjustments will be made to enhance a student's participation in the University's programs. Students who feel their disability may impact on meeting the requirements of this subject are encouraged to discuss this matter with a Faculty Student Adviser and Student Equity and Disability Support: &lt;a href="http://services.unimelb.edu.au/disability"&gt;http://services.unimelb.edu.au/disability&lt;/a&gt;&lt;/p&gt;</p>
<b>Contact:</b>	School of Melbourne Custom Programs Level 3, 442 Auburn Road Hawthorn VIC 3122 Phone: 9810 3245 Email: <a href="mailto:postgrad@commercial.unimelb.edu.au">postgrad@commercial.unimelb.edu.au</a> (mailto:postgrad@commercial.unimelb.edu.au)
<b>Subject Overview:</b>	<p>Negotiation is the art and science of securing agreement between two or more parties who are interdependent and who are seeking to maximize their outcomes. Understanding what factors, emotions and thoughts influence individuals and how people make decisions is a core component of successful negotiations.</p> <p>The purpose of this subject is to understand the practice, theory and processes of decision making and negotiation so that you can negotiate successfully in a variety of settings. The subject is designed to be relevant to the broad spectrum of negotiation problems faced by senior leaders, managers, consultants, etc. If you take advantage of everything this subject has to offer, you will be comfortable and more adept in future negotiations. This will be a highly practical program, with opportunities for simulated negotiations to reinforce learning and techniques.</p>
<b>Objectives:</b>	At the end of the subject, participants should: <ul style="list-style-type: none"> <li># Demonstrate improved negotiating ability;</li> <li># Be better able to analyse negotiation situations;</li> <li># Use strategic planning for more effective negotiation;</li> <li># Develop understanding of behavior in negotiations;</li> <li># Demonstrate increased levels of confidence in negotiations;</li> </ul>
<b>Assessment:</b>	A 2 hour Open Book Examination (100%) completed 2 weeks after the end of the subject.

<b>Prescribed Texts:</b>	N/A
<b>Recommended Texts:</b>	N/A
<b>Breadth Options:</b>	This subject is not available as a breadth subject.
<b>Fees Information:</b>	Subject EFTSL, Level, Discipline & Census Date, <a href="http://enrolment.unimelb.edu.au/fees">http://enrolment.unimelb.edu.au/fees</a>
<b>Generic Skills:</b>	The generic skills that will be gained from the subject are: <ul style="list-style-type: none"> <li># Critical and Strategic Thinking</li> <li># Written and oral communication</li> <li># Interpersonal and team building skills</li> </ul>
<b>Links to further information:</b>	<a href="http://fbe.unimelb.edu.au/execed/open_programs/executive_decision_making_and_negotiation">http://fbe.unimelb.edu.au/execed/open_programs/executive_decision_making_and_negotiation</a>
<b>Related Course(s):</b>	Specialist Certificate in Executive Leadership