

## BUSA90474 Executive Decision Making & Negotiation

<b>Credit Points:</b>	6.25
<b>Level:</b>	9 (Graduate/Postgraduate)
<b>Dates &amp; Locations:</b>	This subject is not offered in 2014. 2 days of intensive delivery
<b>Time Commitment:</b>	Contact Hours: 16 hours (intensive) Total Time Commitment: 60 hours
<b>Prerequisites:</b>	To enrol in this subject, you must be admitted in the Specialist Certificate in Strategic Marketing, Specialist Certificate in Executive Leadership or be enrolled in the Single Subject Study. This subject is not available for students admitted in any other courses.
<b>Corequisites:</b>	None
<b>Recommended Background Knowledge:</b>	None
<b>Non Allowed Subjects:</b>	None
<b>Core Participation Requirements:</b>	For the purposes of considering requests for Reasonable Adjustments under the Disability Standards for Education (Commonwealth 2005), and Students Experiencing Academic Disadvantage Policy, academic requirements for this subject are articulated in the Subject Overview, Objectives, Assessment and Generic Skills sections of this entry. 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 the Disability Liaison Unit: <a href="http://www.services.unimelb.edu.au/disability/">http://www.services.unimelb.edu.au/disability/</a>
<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> ( <a href="mailto:postgrad@commercial.unimelb.edu.au">mailto:postgrad@commercial.unimelb.edu.au</a> )
<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>Learning Outcomes:</b>	<p>At the end of the subject, participants should:</p> <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>	2500 word essay due 4 weeks after the end of the intensive class (100%)
<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