

## BUS90273 Negotiations

<b>Credit Points:</b>	12.5
<b>Level:</b>	9 (Graduate/Postgraduate)
<b>Dates &amp; Locations:</b>	2015, Parkville This subject commences in the following study period/s: January, Parkville - Taught on campus. April, Parkville - Taught on campus. July, Parkville - Taught on campus. August, Parkville - Taught on campus. September, Parkville - Taught on campus. October, Parkville - Taught on campus.
<b>Time Commitment:</b>	Contact Hours: 30 hours Total Time Commitment: Not available
<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>Coordinator:</b>	Assoc Prof Jennifer Overbeck
<b>Contact:</b>	Program Services <b><a href="mailto:programservices@mbs.edu">programservices@mbs.edu</a> (mailto:programservices@mbs.edu)</b>
<b>Subject Overview:</b>	<p>Negotiation is the art and science of securing agreements between two or more interdependent parties. The central issues of this course deal with understanding the behavior of individuals, groups, and organizations in the context of competitive situations. The purpose of this course is to understand the theory and processes of negotiation as it is practiced in a variety of settings. The course is designed to be relevant to the broad spectrum of negotiation problems that are faced by the manager and professional, often in a global context.</p> <p>This course is designed to complement the technical and diagnostic skills learned in other courses at MBS. A basic premise of the course is that while a manager needs analytical skills to discover optimal solutions to problems, a broad array of negotiation skills is needed in order for these solutions to be accepted and implemented. The course will give you the opportunity to develop these skills experientially and to understand negotiation in useful analytical frameworks.</p>
<b>Learning Outcomes:</b>	<p>At the completion of the subject, students should be able to:</p> <ul style="list-style-type: none"> <li># analyse the negotiation context</li> <li># develop an effective plan based on this analysis</li> <li># select appropriate negotiation strategies for a specific context</li> <li># effectively implement these strategies</li> <li># effectively manage the negotiation process</li> </ul>

	# negotiate effectively across diverse negotiation settings
<b>Assessment:</b>	Term 3A & Term 4: Contribution to class learning (15%) Throughout subject Individual assignment 1 (25%) Individual assignment 2 (30%) Syndicate assignment (30%) Term 3B: Contribution to class learning (10%) Throughout subject 2 Individual assignments (50%) 900 words each Due end of week 4 & 9 Syndicate project (40%) Presentation (10 minutes) Report (2,000 words) End of Week 9 Term 1: Contribution to class learning (10%) Throughout subject 2 Individual assignments (50%) 900 words each Due end of week 4 & 6 Syndicate project (40%) Presentation (10 minutes) Report (2,000 words) End of Week 9 Term 2: Individual weekly exercise (10%) Individual report (35%) Syndicate assessment (40%) Class participation (15%)
<b>Prescribed Texts:</b>	None
<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>Related Course(s):</b>	Master of Business Administration Master of Business Administration Master of Marketing Master of Marketing