

BUSA90474 Influence and Negotiation Strategies

Credit Points:	6.25
Level:	9 (Graduate/Postgraduate)
Dates & Locations:	2016, Parkville This subject commences in the following study period/s: August, Parkville - Taught on campus.
Time Commitment:	Contact Hours: 16 hours (intensive) Total Time Commitment: 85 hours
Prerequisites:	None
Corequisites:	None
Recommended Background Knowledge:	None
Non Allowed Subjects:	None
Core Participation Requirements:	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 course are encouraged to discuss this matter with the Student Equity and Disability Support Team: http://www.services.unimelb.edu.au/disability/
Contact:	Melbourne Business School T: +61 3 9349 8788 E: programs@mbs.edu (mailto:programs@mbs.edu) W: mbs.edu/education-development/execeducation/specialist (mbs.edu/education-development/execeducation/specialist)
Subject Overview:	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. 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.
Learning Outcomes:	At the end of the subject, participants should: <ul style="list-style-type: none"> # Demonstrate improved negotiating ability; # Be better able to analyse negotiation situations; # Use strategic planning for more effective negotiation; # Develop understanding of behavior in negotiations; # Demonstrate increased levels of confidence in negotiations;
Assessment:	2500 word essay due 4 weeks after the end of the intensive class (100%)
Prescribed Texts:	N/A

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