

## MGMT20011 Business Negotiations

<b>Credit Points:</b>	12.5
<b>Level:</b>	2 (Undergraduate)
<b>Dates &amp; Locations:</b>	2016, Parkville This subject commences in the following study period/s: July, Parkville - Taught on campus. 2016 Dates: July 4, 5, 6, 7, 8, 11, 12, 13, 14 (3.5 hours per day) and July 15 (4.5 hours)
<b>Time Commitment:</b>	Contact Hours: 36 hours in class. Total Time Commitment: 108 hours
<b>Prerequisites:</b>	None
<b>Corequisites:</b>	None
<b>Recommended Background Knowledge:</b>	Completion of a minimum of 50 points of study.
<b>Non Allowed Subjects:</b>	None
<b>Core Participation Requirements:</b>	<p>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.</p> <p>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: <a href="http://services.unimelb.edu.au/disability">http://services.unimelb.edu.au/disability</a></p>
<b>Coordinator:</b>	Assoc Prof Adam Barsky
<b>Contact:</b>	<a href="mailto:abarsky@unimelb.edu.au">abarsky@unimelb.edu.au</a> (mailto:abarsky@unimelb.edu.au)
<b>Subject Overview:</b>	This subject provides an introduction to the principles of negotiation applied to various spheres of management and business, including business and commercial matters, contract and debt negotiations, international business, workplace relations and human resource management. As well as providing an overview of key theoretical ideas from these different areas of study, the subject will present a wide range of bargaining exercises and simulations that allow students to understand and apply these concepts to practical negotiation situations. Topics include: styles of negotiation, negotiation strategies and situations, effective negotiation tactics, understanding key processes and dynamics in negotiation, judgement and cognition in negotiations, cross-cultural and international negotiations, multi-party negotiations, and the social and legal context of negotiations.
<b>Learning Outcomes:</b>	<ul style="list-style-type: none"> <li># Develop an understanding of theories and concepts pertaining to process for negotiation and problem solving in business and management.</li> <li># Contextualise these theories and ideas in different dimensions of management and business, including human resource management, team decision-making, commercial disputes and contracts, trade and international relations.</li> <li># Apply these insights in case analysis and bargaining simulations drawn from real world examples.</li> </ul>
<b>Assessment:</b>	8 x 150-word individual assignments (case preparation documents), due each day of the teaching period (20%) A 1250-word individual assignment, due one week after the conclusion of classes (30%) A 1750-word take-home examination, due two weeks after the conclusion of classes (50%)
<b>Prescribed Texts:</b>	David S Hames (2012) Negotiation: closing deals, settling disputes, and making team decisions. SAGE Publications, Los Angeles (ISBN 9781412973991).

<b>Breadth Options:</b>	<p>This subject potentially can be taken as a breadth subject component for the following courses:</p> <ul style="list-style-type: none"> <li># <b>Bachelor of Arts</b> (<a href="https://handbook.unimelb.edu.au/view/2016/B-ARTS">https://handbook.unimelb.edu.au/view/2016/B-ARTS</a>)</li> <li># <b>Bachelor of Biomedicine</b> (<a href="https://handbook.unimelb.edu.au/view/2016/B-BMED">https://handbook.unimelb.edu.au/view/2016/B-BMED</a>)</li> <li># <b>Bachelor of Environments</b> (<a href="https://handbook.unimelb.edu.au/view/2016/B-ENVS">https://handbook.unimelb.edu.au/view/2016/B-ENVS</a>)</li> <li># <b>Bachelor of Music</b> (<a href="https://handbook.unimelb.edu.au/view/2016/B-MUS">https://handbook.unimelb.edu.au/view/2016/B-MUS</a>)</li> <li># <b>Bachelor of Science</b> (<a href="https://handbook.unimelb.edu.au/view/2016/B-SCI">https://handbook.unimelb.edu.au/view/2016/B-SCI</a>)</li> </ul> <p>You should visit <b>learn more about breadth subjects</b> (<a href="http://breadth.unimelb.edu.au/breadth/info/index.html">http://breadth.unimelb.edu.au/breadth/info/index.html</a>) and read the breadth requirements for your degree, and should discuss your choice with your student adviser, before deciding on your subjects.</p>
<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>	<p>On the completion of this subject, students will be able to:</p> <ul style="list-style-type: none"> <li>- use strategic and critical thinking skills in planning and conducting business negotiations;</li> <li>- demonstrate how evidence can be obtained, analysed, synthesised and evaluated in decision making and business negotiations;</li> <li>- apply knowledge of theory to business negotiations in different business contexts, including in international and cross-cultural contexts;</li> <li>- identify the strategic role of business negotiations for organisational performance; and</li> <li>- have an awareness of the relationship between business ethics, corporate social responsibility and negotiation tactics</li> </ul> <p>In this subject students will have the opportunity to develop the following generic skills:</p> <p><i>High level of development:</i></p> <ul style="list-style-type: none"> <li>- application of theory to practice</li> <li>- problem solving;</li> <li>- collaborative learning;</li> <li>- team work;</li> <li>- synthesis, interpretation and analysis of data and evidence;</li> <li>- engagement in critical thinking;</li> <li>- receptiveness to alternative ideas;</li> </ul> <p><i>Moderate level of development:</i></p> <ul style="list-style-type: none"> <li>- oral and written communication;</li> <li>- accessing data and other information from a range of sources;</li> <li>- use of computer software.</li> </ul>