

COURSE UNIT (MODULE) DESCRIPTION

Course unit (module) title	Code
Art of negotiation	DEME 7126

Lecturer(s)	Department(s) where the course unit (module) is delivered
Coordinators: assist. Vytis Jurkonis	Institute of International Relations and Political Science

Study cycle	Type of the course unit (module)
First cycle	Elective

Mode of delivery	Period when the course unit (module) is delivered	Language(s) of instruction
Seminars, self study	6semester	Lithuanian

Requirements for students	
Prerequisites: None	Additional requirements (if any): None

Course (module) volume in credits	Total student's workload	Contact hours	Self-study hours
5	130	32	98

Purpose of the course unit (module): programme competences to be developed												
<p>The purpose of this course is to provide basic knowledge about main theories of negotiation and its practice, to explain types, structure, stages, tactics and strategies of negotiation introducing to non-verbal communication elements and to develop negotiation skills of students.</p> <p>This course aims to develop subject specific competences, such as the ability to apply negotiation skills and communication skills, ability to interpret processes of negotiation, capacity to prepare for negotiation; also generic competences: ability to apply theoretical knowledge in practice, ability work and study in groups and individually, ability to respond to comments promptly and efficiently.</p>												
<table border="1" style="width: 100%;"> <thead> <tr> <th style="text-align: center;">Learning outcomes of the course unit (module)</th> <th style="text-align: center;">Teaching and learning methods</th> <th style="text-align: center;">Assessment methods</th> </tr> </thead> <tbody> <tr> <td>Will be able to understand theories of negotiation</td> <td>Face-to-face seminars, discussions</td> <td>Assessment of work during seminars</td> </tr> <tr> <td>Will be able to explain types, structure, stages, tactics and strategies of negotiation</td> <td>Independent reading , exam</td> <td>Assessment of exam</td> </tr> <tr> <td>Will be able to apply theoretical knowledge in practical situations</td> <td>Group work</td> <td>Assessment of simulation</td> </tr> </tbody> </table>	Learning outcomes of the course unit (module)	Teaching and learning methods	Assessment methods	Will be able to understand theories of negotiation	Face-to-face seminars, discussions	Assessment of work during seminars	Will be able to explain types, structure, stages, tactics and strategies of negotiation	Independent reading , exam	Assessment of exam	Will be able to apply theoretical knowledge in practical situations	Group work	Assessment of simulation
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Content: breakdown of the topics	Contact hours				Self-study work: time and assignments	
	Lectures	Tutorials	Seminars	Contact hours	Self-study hours	Assignments
1. Introduction. Origin of negotiations			2	2	5	Compulsory reading and analysis of: Cohen, Herb, You Can Negotiate Anything. New York: a Bantam Book, 1980, 15-54.
2. Structure of negotiations, stages of negotiations			2	2	5	Compulsory reading and analysis of: Jensen, Keld, Derybų vadovas. Pasiėkite, ko norite – asmeniniam gyvenime ir darbe. [Guide of negotiation. Get what you want in work and personal life] Vilnius, 2006, 162-199.
3. Types of negotiations			2	2	5	Compulsory reading and analysis of: Jensen, Keld, Unt, Iwar, Negotiation Technique, Negotiation

						Handbook. Copenhagen: Market Watch Management A/S, 2004, 98-109. Jensen, Keld, Unt, Iwar, Negotiation Partnerships: Increase profits and reduce risks. Pearson Education, 2001, 54-88.
4. Nonverbal communication and its importance in the negotiation process			2	2	5	Compulsory reading and analysis of: Kennedy, Gavin, Essential Negotiation. London: The Economist Newspaper Ltd, 2004, 103-119. Kremenyuk, Victor A. International Negotiation. Analysis, Approaches, Issues. 2 nd edition. San Francisco, CA, 2002, 425-455.
5. Preparation for the negotiations			2	2	5	Compulsory reading and analysis of: Mnookin, Robert, Bargaining with the Devil. When to Negotiate, When to Fight. NY:Simon & Schuster Paperbacks, 2010, 226-261.
6. Tools and ability to use them			2	2	5	Compulsory reading and analysis of: Lax A. David, Sebenius K. James, <i>3D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals</i> . Boston: Harvard Business School Press, 2006, 36-64.
7. Crucial points during negotiations			2	2	5	Compulsory reading and analysis of: Lewicki, Roy J., Barry, Bruce, M. Saunders, David, <i>Essentials of Negotiation</i> . Singapore: Mc Graw Hill, 2007, 204-243.
8. When body betrays you			2	2	5	Compulsory reading and analysis of: Pease Allan, Pease Barbara, <i>The Definite Book of Body Language</i> . London: Clays Ltd, 2006, 289-302.
9. Details that you must know			2	2	5	Compulsory reading and analysis of: Lewicki, Roy J., Saunders, David M., Minton, John W., Barry, Bruce, Negotiation. Readings, Exercises, and Cases. New York: McGraw Hill, 2003, 18-25; 68-73; 199-203; 455-463; 563-577, 625-631.
10. How do famous personalities negotiate			2	2	5	Compulsory reading and analysis of: Peeling, Nic, <i>Brilliant Negotiations</i> . Pearson Education Limited, 2008, 98-135. Ross, George H., <i>Trump Style Negotiation. Powerful Strategies and Tactics for Mastering Every Deal</i> . New Jersey: John Wiley and Sons, Inc., 2006, 158-178.
11. Success stories. How to learn from other success			2	2	5	Compulsory reading and analysis of: Tipler, Julia, <i>Sėkmingos derybos</i> . [successful negotiations] Vilnius, 2006, 62-89.
12. Mind and Heart of Negotiator			2	2	5	Compulsory reading and analysis of: Thompson, Leigh L., <i>The Mind and Heart of Negotiator</i> . New Jersey: Pearson Education, 2005, 339-371. Thompson, Leigh L., <i>The Truth about Negotiations</i> . Pearson Education Limited, 2008, 120-136.
13. Twisted language			2	2	5	Compulsory reading and analysis of: Urbonienė, Aistė, <i>Derybų kalba</i> . [negotiation speech] Kaunas, 2007, 57-82.
14. Team building			2	2	5	Compulsory reading and analysis of: Intergroup Negotiations: The Effects of Negotiating Teams Jeffrey T. Polzer, <i>The Journal of Conflict Resolution</i> , Vol. 40, No. 4. (Dec., 1996), pp. 678-698. Stable URL: http://links.jstor.org/sici?sici=0022-0027%28199612%2940%3A4%3C678%3AINTEON%3E2.0.CO%3B2-E
15. International Negotiation			2	2	5	Compulsory reading and analysis of: A Suggested Model of International Negotiation, Lillian Randolph, <i>The Journal of Conflict Resolution</i> , Vol. 10, No. 3. (Sep., 1966), pp. 344-353. Stable URL: http://links.jstor.org/sici?sici=0022-

						0027%28196609%2910%3A3%3C344%3AASMOIN%3E2.0.CO%3B2-%23
16.Theory vs. practice			2	2	5	Compulsory reading and analysis of: Practitioners' Views of International Negotiation, Gilbert R. Winham, World Politics, Vol. 32, No. 1. (Oct., 1979), pp. 111-135. Stable URL: http://links.jstor.org/sici?sici=0043-8871%28197910%2932%3A1%3C111%3APVOIN%3E2.0.CO%3B2-9 Examples of negotiations http://www.publicinternationallaw.org
Simulation					18	Preparation of the simulation
Total			32	32	98	

Assessment strategy	Weight, %	Deadline	Assessment criteria
Evaluation of work during the seminars	20%	Throughout the semester	Active participation in seminars (5%), Essential and relevant comments (10%), Ability to refer to assigned academic literature (5%),
Exam	40%	During session time	Comprehensiveness of the answers (15 %) Ability to base the answers on the academic literature that was provided throughout the course (10%) Critical thinking (10%) Style: clearness, consistency, academic vocabulary (5%)
Simulation	40%	End of semester	Ability to employ theories and methods discussed throughout the course (10%), Preparation of problem oriented questions (15%); Critical thinking and ponderable argumentation (15%)

Author	Year of publication	Title	Issue of a periodical or volume of a publication	Publishing place and house or web link
Compulsory reading				
Cohen, Herb	1980	You Can Negotiate Anything		New York: a Bantam Book
Jensen, Keld	2006	Derybų vadovas. Pasiekite, ko norite – asmeniniam gyvenime ir darbe . [Guide of negotiation. Get what you want in work and personal life]		Vilnius
Jensen, Keld, Unt, Iwar,	2006	Negotiation Technique, Negotiation Handbook		Copenhagen: Market Watch Management A/S
Jensen, Keld, Unt, Iwar,	2001	Negotiation Partnerships: Increase profits and reduce risks		Pearson Education
Kennedy, Gavin,	2004	Essential Negotiation.		London: The Economist Newspaper Ltd
Kremenyuk, Victor A.	2002	International Negotiation. Analysis, Approaches, Issues 2nd Edition.		San Fransisco, CA
Lax A. David, Sebenius K. James	2006	3D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals.		Boston: Harvard Business School Press
Lewicki, Roy J., Barry, Bruce, M. Saunders, David	2007	Essentials of Negotiation		Singapore: Mc Graw Hill
Lewicki, Roy J.,	2003	Negotiation.		New York: McGraw

Saunders, David M., Minton, John W., Barry, Bruce		Readings, Exercises, and Cases		Hill
Mnookin, Robert	2010	Bargaining with the Devil. When to Negotiate, When to Fight..		NY: Simon & Schuster Paperbacks
Pease Allan, Pease Barbara	2006	The Definite Book of Body Language.		London: Clays Ltd
Peeling, Nic	2008	Brilliant Negotiations.		Pearson Education Limited
Polzer, Jeffrey T.		Intergroup Negotiations: The Effects of Negotiating Teams	The Journal of Conflict Resolution, Vol. 40, No. 4. (Dec., 199 6)	Stable URL: http://links.jstor.org/sici?sici=0022-0027%28199612%2940%3A4%3C678%3AINT-EON%3E2.0.CO%3B2-E
Randolph, Lillian		A Suggested Model of International Negotiation	The Journal of Conflict Resolution, Vol. 10, No. 3. (Sep., 1966)	Stable URL: http://links.jstor.org/sici?sici=0022-0027%28196609%2910%3A3%3C344%3AA-SMOIN%3E2.0.CO%3B2-%23
Ross, George H.	2006	Trump Style Negotiation Powerful Strategies and Tactics for Mastering Every Deal.		New Jersey: John Wiley and Sons, Inc.
Thompson, Leigh L.,	2005	The Mind and Heart of Negotiator.		New Jersey: Pearson Education
Thompson, Leigh L.,	2008	The Truth about Negotiations.		Pearson Education Limited
Tipler, Julia	2006	Sėkmingos derybos [successful negotiations]		Vilnius
Urbanienė, Aistė	2007	Derybų kalba. [language of negotiations]		Kaunas
Winham, Gilbert R.		Practitioners' Views of International Negotiation	World Politics, Vol. 32, No. 1. (Oct., 1979)	Stable URL: http://links.jstor.org/sici?sici=0043-8871%28197910%2932%3A1%3C111%3AP-VOIN%3E2.0.CO%3B2-9
Optional reading				
Fisher, Roger, Ury, William L., Patton Bruce.	2011	Getting to Yes: Negotiating Agreement Without Giving In. P-150-200.		Penguin Books; Revised edition
Starkey, Brigid, Boyer Mark A., Wilkenfeld Jonathan	2010	International Negotiation in a Complex World (New Millennium Books in International Studies). P-113-147.		Rowman & Littlefield Publishers; 3rd Edition