

Wk	Day	Date	Negotiations Topics WEEKS 1-8 SPRING 2020 M-W 1:30-2:45 Rm 164	Readings/ Assignments Due
1	Mon	1/13	Purposes of Negotiations; Review Syllabus Complete Assignment: Negotiate Anything With Anyone	<i>Before class—Read Syllabus & Craver Ch 1</i> <i>Submit Summary on DROPBOX by Tues 1/14 @ 5pm</i>
	Wed	1/15	Verbal & Nonverbal Communication	<i>Read Craver Ch. 3</i> <i>**APPLY for Inter-School Negotiation</i>
2	Mon	1/20	No class--- MLK DAY Watch Movie “Selma”	<i>Watch movie and read article (details to follow)</i> <i>Write 2 pgs. on neg’ns in movie –Due Sat. 1/25 by 10pm</i>
	Wed	1/22	Factors Affecting Negotiation -Types of Negotiators	<i>Read Craver Ch. 2</i> <i>Get Practice Ex.#1</i>
3	Mon	1/27	IN CLASS LAB: Practice exercise #1	<i>5pm Tues –Score w/ SA to drop box; PA on Forum</i>
	Wed	1/29	<i>Review Practice Ex #1;</i> I. PREPARATION STAGE (Limits & Goals)	<i>Read Craver 4</i> <i>Get Practice Ex.#2</i>
4	Mon	2/3	LAB-- Practice exercise #2 (negotiations must end Wed 3pm)	<i>5pm Tues –Scoresheet w/ SA to drop box; PA on Forum</i>
	Wed	2/5	<i>Review Practice Ex.# 2; Watch Videos</i> II. PRELIMINARY STAGE (Setting the Tone);	<i>Read Craver 5</i> <i>Get Practice Ex #3</i> <i>**Last day to APPLY for Inter-School Negotiation is 2/7 !!!!</i>
5	Mon	2/10	LAB-- Practice exercise # 3 (negotiations must end Wed 3pm)	<i>5pm Tues –Scoresheet w/ SA to drop box; PA on Forum</i>
	Wed	2/12	<i>Review Practice Ex.# 3;</i> III. INFORMATION STAGE (Value Creating);	<i>Read Craver 6</i> <i>Get Practice Ex #4</i>
6	Mon	2/17	LAB-- Practice Exercise #4 (negotiations must end Wed 3pm)	<i>5pm Tues –Scoresheet w/ SA to drop box; PA on Forum</i>
	Wed	2/19	<i>Review Practice Ex #4; IV. THE COMPETITIVE/</i> DISTRIBUTIVE STAGE (Value Claiming);	<i>Read Craver 7</i> <i>Get Graded Exercise “A”</i>
7	Mon	2/24	LAB-Negotiate GRADED Ex. A- (negotiations must end Wed 3pm)	<i>5pm Tues –Scoresheet w/ SA to drop box; PA on Forum</i>
	Wed	2/26	<i>Review Ex A; V. CLOSING STAGE</i> (Value Solidifying) & VI. COOPERATIVE /INTEGRATIVE STAGE (Value Maximizing)	<i>Read Craver 8-9</i> <i>Begin Reading/Outlining GETTING TO YES</i>
8	Mon	3/2	(class) GETTING TO YES -INTERESTS -OPTIONS - STANDARDS	GTY 1-5; WORKSHEET in class <i>**Inter-School Negotiation begins, info emailed today!</i>
	Wed	3/4	GETTING TO YES - PEOPLE, -BATNA/ALTERNATIVES (FINISH WORKSHEET)	GTY 6-10; WORKSHEET in class <i>*Review inter-school exercise & contact partner by 5 pm Fri.</i> <i>Mar. 6th (no later than noon Mon. Mar 9th)</i>

***** 3/7 to 3/15 NO CLASS - SPRING BREAK *****

MLK DAY: MOVIE....

Read article and watch the movie *Selma*, take notes on negotiations in the movie (or actions that led to negotiation)

Read <https://www.pon.harvard.edu/events/negotiation-and-nonviolent-action/negotiation-and-nonviolent-action-interacting-in-the-world-of-conflict/>

OR Erin Brokovich???