


WEEK	DAY	TIME	Negotiation Schedule SUMMER 2024 <u>TOPICS:</u>	<u>READINGS & ASSIGNMENTS DUE:</u>
1	Tue 6/11	1:30-2:40	Introductions; Share NAWA summaries; Quiz ; <u>Purposes of Negotiation</u>	Read Syllabus & Craver Ch. 1, NAWA summaries due before class by Mon 6/10 @ 5 pm
		2:50-4:00	Review Syllabus; <u>Factors Affecting Negotiation & Types of Negotiators</u> ; Explain Thursday's WAC Assignment	Read Craver Ch. 2
	Th 6/13	1:30-4:00	NO CLASS. Watch <i>Erin Brokovich</i> ; Take notes on the various negotiations in the film	EB Essay Due Sun. 6/16 by 11 pm (See D2L Assignments); Also by 6/16 sign up for non-verbal signals to present on 6/18 Get pairings & Practice Exercise #1 Info.
2	Tue 6/18	1:30-2:40	<u>Verbal & Nonverbal Communication</u> (Student Presentations)	Read Craver Ch. 3
		2:50-4:00	LAB: Practice Exercise #1 (<i>negotiations must end by 10 pm</i>)	By 11 pm write or paste Self Eval & Peer Eval (No Score Sheet) Get Practice Ex #2 Info.
	Th 6/20	1:30-2:40	Quiz ; Review Practice Ex. 1; <u>I. The Preparation Stage</u> ;	Read Craver Ch. 4
		2:50-4:00	LAB-- Practice Exercise #2 (<i>negotiations must end by 10 pm</i>)	By 11 pm—Self Eval & Peer Eval
3	Tue 6/25	1:30-2:40	Quiz ; Review Practice Ex.# 2; Watch Videos <u>II. The Preliminary Stage</u> (Setting the Tone);	Read Craver Ch. 5 Get Practice Ex #3 Info.
		2:50-4:00	LAB-- Practice Exercise # 3 (<i>negotiations must end by 10 pm</i>)	By 11 pm—Self Eval & Peer Eval Get Practice Ex #4 Info.
	Th 6/27	1:30-2:40	Quiz ; Review Practice Ex.# 3; <u>III. The Information Stage</u> (Value Creating);	Read Craver Ch. 6
		2:50-4:00	LAB-- Practice Exercise #4 (<i>negotiations must end by ____</i>)	By 11 pm—Self Eval & Peer Eval Get Graded Exercise A Info.
4	Tue 7/2	1:30-2:40	Quiz ; Review Practice Ex #4; <u>IV. The Competitive/Distributive Stage</u> (Value Claiming);	Read Craver Ch. 7
		2:50-4:00	LAB-- Negotiate Graded Ex. A -(<i>negotiations end by ____ pm</i>)	By 11 pm—Self Eval & Peer Eval Start reading <i>Getting To Yes</i>
	Th 7/4		NO CLASS	HAPPY INDEPENDENCE DAY!

WEEK	DAY	TIME	Negotiation Schedule SUMMER 2024 <u>TOPICS:</u>	<u>READINGS & ASSIGNMENTS DUE:</u>
5	Tue 7/9	1:30-2:40	Quiz; Review Ex A; V. Closing Stage (Value Solidifying) & VI. Cooperative /Integrative Stage (Value Maximizing)	Read Craver Chs. 8-9; Continue Reading <i>Getting To Yes</i>
		2:50-4:00	BAR-LIKE ASSESSMENT	Submit on D2L (attach) by the end of class Continue Reading <i>Getting To Yes</i>
	Thu 7/11	1:30-2:40	(in class) Review Bar Essay; GTU Quiz; GETTING TO YES: INTERESTS & OPTIONS	*Be prepared for Quiz on Getting To Yes—the Entire Book GTU WORKSHEET in class
		2:50-4:00	GETTING TO YES: STANDARDS, PEOPLE, & BATNA (Finish Worksheet in class)	Submit GTU WORKSHEET after class or by 11 pm same day 7/11 Get Exercise B Info. By 7/14 sign up for neg techniques to present;
6	Tue 7/16	1:30-2:40	Review Ex C; Negotiation Techniques (Student Presentations)	Read Craver Ch.10; Prepare to present techniques to class
		2:50-4:00	LAB— Negotiate Graded Ex B- (negotiations must end by 10 pm)	By 11 pm – Self Eval & Peer Eval; Get Exercise C Info.
	Th 7/18	1:30-2:40	Problems with Plea Bargaining (Watch pre-recorded Lecture Prof. Lucian Dervan)	Read article: 103 Journal of Law & Criminology 1 (2013), Worksheet due same day, 7/18, by 11 pm
		2:50-4:00	LAB— Negotiate Graded Ex C- (negotiations must end by 10 pm)	By 11 pm– Self Eval & Peer Eval Get Exercise D Info.
7	Tue 7/23	1:30-2:40	Quiz; Review Ex B & C; Ethnic and Gender Based Factors & Frequently Raised Negotiation Issues	Read Craver Chs. 14 & 12
		2:50-4:00	LAB— Negotiate Graded Ex D- (negotiations must end by 10 pm)	By 11 pm– Self Eval & Peer Eval Get Exercise E Info.
	Th 7/25	1:30-2:40	International Negotiation (Pre-recorded Lecture Prof. Tom Britton)	Read Craver Ch. 15; Worksheet Due Thurs. 7/25 by 11 pm
		2:50-4:00	LAB— Negotiate Graded Ex E (negotiations must end by 10 pm)	By 11 pm – Self Eval & Peer Eval (No Score Sheet)
8	Tue 7/30	1:30-2:40	(in class) meet and watch together How to Negotiate So Everyone Wins by Ronald Shapiro (Go over worksheet questions in class)	No previous reading needed for first half of class. Link for in class: https://www.youtube.com/watch?v=qtU3zrc-kIU Worksheet due after class or later the same day, 7/30, by 11 pm
		2:50-4:00	Quiz; Review Ex. E & Negotiation Ethics; Review for Final Exam	Read Craver Ch. 17

FINAL EXAM TBD