**REM Course Syllabus**  
MKTG 4470-001 – Essentials of Negotiation  
Fall Semester, 2020, TR 8:00am-9:25am  
3.0 Credit Hours, REM Online Zoom  
(Last updated: 8/3/2020)

**Instructor:** Dale F. Kehr  
Phone: 901.678.4936 (please leave phone number and best time to call back)  
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Office: Room 210 FAB  
Office Hours: By appointment

**COVID-19:**

This class will be conducted according to the University COVID-19 policy that can be located at: [opens in new window to the University COVID-19 Policy information](#). Although this course was originally offered as a classroom course, the COVID-19 policy now requires this course be conducted as REM, which means the instruction is **100% online**, and includes synchronous and asynchronous instructions/activities during the specified class times. All students should review the FCBE website that includes important considerations for students related to the ongoing COVID situation. The webpage is located at: [opens in new window to the FCBE COVID-19 webpage for students](#)

**Course Overview (Description):**  
Fundamental skills in negotiation process, including types, planning and strategies; emphasis on communication, relationships, cross-cultural, multiple parties, power, and ethics across a variety of settings

**Pre-Requisites/Co-Requisites: None**

Students must have earned a minimum of 45 credit hours and have met specific course prerequisites with a minimum grade of “C” to be eligible for all 3000 and 4000 level courses. In addition to these requirements, students seeking a degree in the Fogelman College of Business and Economics must have (1) completed all required lower division business courses with a minimum grade of “C” in each; (2) minimum of 2.25 GPA (2.5 for accounting majors) in all required lower division business courses and MATH 1830 or 1910, and (3) 45 hours of course work including MATH 1830 or 1910, COMM 2381 and 9 hours of English (See B.B.A. Degree
Requirements-General Requirements).

WARNING: A prerequisite and upper division check will be done once the first class roll has been issued. If you have not met the requirements, you are responsible to correct the situation during the official add period. If you have not met these requirements and have not corrected this situation, you may be administratively dropped from this course once the check is completed which probably will not be completed until after the add period is over.

**Required Texts (and Related Materials):**

Textbooks:

**Recommended Texts (and Related Materials):** None

**Location of Course Materials:** University Bookstore or Tiger Bookstore

**Course Objectives:**
Introduce students to fundamental negotiation skills across a variety of settings involving personal situations, entertainment industry, sports industry, and public education with emphasis on both collaborative and competitive approaches and includes planning tools and techniques.

**Course Learning Objectives:**
1. Have a basic understanding of the negotiation process
2. Have a basic understanding of the different types of negotiations.
3. Have a basic understanding of the various essential aspects of negotiation, i.e. strategy, openings, communication, power usage, alternative dispute resolutions, closings, and ethnics.
4. Have a basic understanding of the various aspects of cross culture, emotions, relationships, and teams in negotiations.

**Fogelman College: Learning Outcomes for Your Degree:**
The Fogelman College has established the following learning goals for all students successfully competing the BBA degree:

- Graduates will be effective communicators.
- Graduates will demonstrate critical thinking skills.
- Graduates will be knowledgeable about ethical factors in the business environment.
- Graduates will be knowledgeable about the global business environment.
- Graduates will be proficient users of business presentation and analysis technology.

Additional goals for BBA-Accounting only:
• Graduates will demonstrate a satisfactory understanding of financial and managerial accounting concepts.
• Graduates will demonstrate a satisfactory understanding of systems and auditing concepts.
• Graduates will demonstrate a satisfactory understanding of U.S. tax laws and regulation related to financial reporting.

This course is designed to help you to meet the overall learning objectives for the BBA degree offered by the Fogelman College. You should take the time to become familiar with the overall learning objectives as a student in the BBA degree program.

• BBA Program Outcomes (opens in new window)
• BBA in Accounting Program Outcomes (opens in new window)

Fogelman College: Code of Professionalism for Students, Faculty & Graduate Assistants, and Staff:

On April 15, 2010, Fogelman College unveiled three separate Codes of Professionalism for students, faculty and graduate assistants, and staff to strive to conduct daily behavior. Professionalism Website for Students, Faculty/Graduate Assistants and Staff (opens in new window)

Fogelman College: Four-C’s Initiative Program:

The program consists of communication, creativity, critical thinking, and emotional control to allow students to put critical business skills into practice and is incorporated throughout this course. The Four Cs Initiative Program equips students with the skills and confidence needed to excel in their business careers. Professionalism 4 Cs website (opens in new window)

Course Methodology:
The course will be conducted as a REM online course. This course will include a mixture of independent, self-paced instructions and activities supported through in-person Zoom class meetings with your instructor and other students. The decision to work independently or in-person will be a function of the course activities combined with your individual needs. Assignments will be individual assignments with one group assignment.

Students who attend the Zoom classroom sessions should come prepared (having read the designated material & powerpoints) to discuss the material and participate in class discussions and/or projects. The course will include negotiation knowledge, comprehension, and application.

Professor’s Expectations:
In general, you should assist the instructor in creating a positive, supportive environment for learning by staying engaged in the course and participating.

Student's Expectations:
In my role as your instructor, there are certain things you can expect: well organized and engaging learning experience, response to emails and feedback on all work submitted within a timely manner.

Course Topics
The following topics will be covered:

1. The Nature of Negotiation
2. Strategy and Tactics of Distributive Bargaining
3. Strategy and Tactics of Integrative Negotiation
4. Negotiation Strategy and Planning
5. Ethics in Negotiation
6. Perception, Cognitive, and Emotion
7. Communication
8. Finding and Using Negotiation Power
9. Relationships in Negotiation
10. Multiple Parties, Groups, and Teams in Negotiation
11. International and Cross-Cultural Negotiation
12. Best Practices in Negotiation

List of Simulation Projects Exercises:
The following three simulation project exercises will be covered:
1. Joe Tech Job Offer (Preparation and Categorization)
2. Island Cruise (Integrative/Distributive Negotiation)
3. Ridgecrest School Dispute (Team Integrative/Distribution Negotiation)

Grading and Evaluation Criteria
Over the semester, you will have a variety of opportunities to earn points toward your final (overall) letter grade in this course. Your overall grade for the semester is based on how well you perform on these exams, negotiated simulation projects, presentations, and other classroom projects.

List of Formal Assessed Activities
Chapter Quizzes - Twelve chapter quizzes will be given. The quizzes will test students’ knowledge, comprehension and application of the required chapter material.

Exams – Three exams will be given that test student knowledge, comprehension, and application of the required text material. The exams can be composed of multiple choice questions.

Simulation Project Exercises – Three simulation projects will be assigned allowing students to apply the knowledge learned to a negotiation setting. Please check eCourseware home page and email for simulation project exercises changes, modifications, and due dates, if necessary.
**Bonus Quizzes** – Twelve chapter bonus quizzes will be given. The quizzes will test the student knowledge, comprehension and application of the required chapter material. These quizzes will be graded and any points earned will be included in the final course grade computation.

Note: eCourseware calls all tests: quizzes. Following is a table showing the allotted time allowed for each quiz and the number of attempts allowed.

<table>
<thead>
<tr>
<th>Quiz Type</th>
<th>Allotted Time</th>
<th>Attempts</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chapter Quizzes</td>
<td>120 minutes each, one attempt anytime during assigned period</td>
<td></td>
</tr>
<tr>
<td>Exam Quizzes</td>
<td>90 minutes each, one attempt anytime during assigned period</td>
<td></td>
</tr>
<tr>
<td>Bonus Chapter Quizzes</td>
<td>60 minutes, <strong>two</strong> attempts anytime during assigned period</td>
<td></td>
</tr>
<tr>
<td>Simulation Project Exercises</td>
<td>Must be submitted anytime during the assigned period</td>
<td></td>
</tr>
</tbody>
</table>

OPTIONAL: End of Course Survey – An End of Course Survey has been included to provide suggestive improvement for future online courses.

**Graded Activities:**

- 18% 90 points/12 Chapter M/C Quizzes (15 questions per chapter at .5 point per question)
- 60% 300 points/3 Class Exams (50 questions per exam, at 2 points per question)
- 22% 110 points/3 Simulation Project Exercises (1 for 30 points and 2 for 40 points)
- 100% 500 points Total

Bonus Opportunity:
- 10% 48 points/12 Chapter Bonus Quizzes (4 questions per chapter at 1 point per question)

(***NOTE***: 48 possible bonus points can be added to total points)

**Simulation Project Exercise Grading Criteria:**

1. Joe Tech Job Offer –

For this simulation project, **each student** will prepare and submit the Preparation Template. Instructions are provided in the content section. Grading will be based on the **Job Offer Grading Evaluation Criteria** form that follows.

**Job Offer Grading Evaluation Criteria Form**

(Score: 0 to maximum points)

1. Properly stated the Problem ___3___
2. Properly determined the Issue (s) to negotiate ___3___
3. Properly established Aspiration ___3___
4. Properly established Target ___3___
5. Properly established Reservation ___3___
6. Properly established Walkaway ___3___
7. Properly determined Category Items ___3___
8. Properly determined Initial Strategy ___3___
9. Properly developed Opening Statement ___3___
10. Properly established BATNA ___3___
2. Island Cruise -
For this simulation project exercise students will negotiate with another student. Within the module is an instruction file that explains the pairings and position sides for the assignment. Each student will represent a position and will negotiate the best possible agreement. Each student will first fill out the Preparation Template and will submit it before the negotiation sessions occurs according to the course calendar. Students will then negotiate their best agreement and each student will submit their own Log Sheet of the negotiated process and results. (The Preparation Template and Log sheet are attached to each simulation project exercise drop box folder.) Grading will be based on the following Island Cruise Grading Evaluation Criteria form that follows.

Island Cruise Grading Evaluation Criteria Form
(Score: 0 to maximum points)

1. Properly stated the Problem ___4___
2. Properly determined the Issue(s) to negotiate ___4___
3. Properly established Aspiration ___4___
4. Properly established Target ___4___
5. Properly established Reservation ___4___
6. Properly established Walkaway ___4___
7. Properly determined Category Items ___4___
8. Properly determined Initial Strategy ___4___
9. Properly established BATNA ___4___
10. Successful Negotiated Outcome ___4___

Total: ___40___

3. Ridgecrest School Dispute -
For this simulation project exercise, teams of 3 or more (depending on class size) will be randomly assigned for this simulation project exercise. Within the module is an instruction file that explains the team pairings and position sides for the assignment. Each team will designate a lead negotiator, secondary negotiator, and a recorder. These designated positions made be rotated among team members during the negotiation process. For this simulation project exercise, each team will represent a position and will negotiate the best possible agreement with the assigned team of the other position. Each team will first fill out a Preparation Template and will submit it before the negotiation sessions occurs according to the course calendar. Then teams will negotiate their best agreement and each team will submit their own Log Sheet of the negotiated process and results. (The Preparation Template and Log Sheet are attached to the simulation project exercise drop box folder.) Grading will be based on the following Ridgecrest School Dispute Grading Evaluation Criteria form that follows.

Ridgecrest School Dispute Grading Evaluation Form
(Score: 0 to maximum points)
1. Properly stated the Problem ___4___
2. Properly determined the Issue(s) to negotiate ___4___
3. Properly established Aspiration ___4___
4. Properly established Target ___4___
5. Properly established Reservation ___4___
6. Properly established Walkaway ___4___
7. Properly determined Category Items ___4___
8. Properly determined Initial Strategy ___4___
9. Properly established BATNA ___4___
10. Successful Negotiated Outcome ___4___

Total: 40

Summary of Graded Activities:

60% 300 points/3 Class Exams (50 questions at 2 points per question)
18% 90 points/12 Class Quizzes (15 questions at .5 point each)
6% 30 points/1 Negotiation Preparation (30 points)
16% 80 points/2 Negotiations (student vs student & team vs team) (40 each)
100% 500 Total Points

Bonus Opportunity:
10% 48 points/12 Chapter Bonus Quizzes (4 questions per chapter at 1 point per question)

(NOTE: 48 possible bonus points can be added to total points)

Summary of Grading

Points earned on the assessed activities will be distributed as follows:

<table>
<thead>
<tr>
<th>Deliverable</th>
<th>Total Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chapter M/C Quizzes (12)</td>
<td>90</td>
</tr>
<tr>
<td>Class Exam Quizzes (3)</td>
<td>300</td>
</tr>
<tr>
<td>Simulation Projects (3)</td>
<td>110</td>
</tr>
<tr>
<td>Sub Total</td>
<td>500</td>
</tr>
<tr>
<td>Available Bonus Points</td>
<td>48</td>
</tr>
<tr>
<td>Total Points used for grading</td>
<td>500 pts</td>
</tr>
</tbody>
</table>

Final Course Grades:

Final course grade is earned according by the following table:
<table>
<thead>
<tr>
<th>Point Range</th>
<th>Assigned Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td>450-500 Points</td>
<td>A</td>
</tr>
<tr>
<td>400-449 Points</td>
<td>B</td>
</tr>
<tr>
<td>350-399 Points</td>
<td>C</td>
</tr>
<tr>
<td>300-349 Points</td>
<td>D</td>
</tr>
<tr>
<td>Under 300 Points</td>
<td>F</td>
</tr>
</tbody>
</table>

**Final Exam Schedule:**

If a final exam for this class is given, it will be scheduled according to the Registrar’s academic calendar website (opens in new window).

**List of Negotiation Simulation Activities, Involvement & Assignments**

1. Joe Tech Job Offer Preparation  
   Individual Student Preparation
2. Island Cruise Dispute  
   Individual Student vs. Individual Student Negotiation
3. Ridgecrest School Dispute  
   Team vs. Team Negotiation

**Schedule of Activities/Assignment/Cases:**

For a complete semester schedule of activities and due dates for assignments, please refer to the “Schedule of Activities Calendar” near the end of this syllabus.

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**Course/Class Policies:**

**Adding/Dropping:**
If necessary, to add/drop this course please refer to the university registrar for dates and information.

**Classroom or Online Behavior:**
All participants in the course should be considerate of the other course participants and treat them (as well as their opinions) with respect. The class will operate under the assumption that any and all feedback offered is positive in nature and that the intentions of the person(s) providing feedback are strictly honorable. Insensitivity in this area will not be tolerated. If you have any questions about online communication, you should review the Fogelman College’s Netiquette website (opens in new window). Please-no beepers, pagers, cell phones, web surfing, game playing, emailing, texting, food, etc. during class time.

**E-courseware:**
Ecourseware will be used for teaching this course. Within eCourseware you will see the course number and section. Within the eCourseware “course page” is the:

**Content** section where you will find:
- Chapter Learning Objectives for each chapter
- Chapter Power Point slides with and without sound for each chapter
- Chapter Study Guides for each chapter
- Chapter Quizzes (links have been provided to all quizzes)
- Chapter Bonus Quizzes (links have been provided to all quizzes)
- Exam Quizzes (links have been provided to all quizzes)
- Discussion Forms (links have been provided to all discussion forums)

**Quizzes** section where you will find:
- Chapter Quizzes
- Chapter Bonus Quizzes
- Exam Quizzes

**Drop Box** section for submitting simulation project exercises

**Grade** menu will be used for recording scores.

**Discussion** section where you will find:
- Student Introduction Discussion Forum for student introductions:
  (When composing your introduction to the class, please enter your name as the subject.)
- Student to Student Discussion Forum
- Student to Instructor Discussion Forum (for questions)

**E-Mail:**
All course email should be conducted within eCourseware and only the university e-mail addresses should be used for PERSONAL correspondence. All students are required to maintain and access their University of Memphis (@memphis.edu) email account. You will receive all official course correspondence at this email account. Any inability to receive incoming mail in a timely fashion (e.g., not regularly checking your email, having a “full mailbox” condition, etc.) is the student’s responsibility.

**Attendance:**
Attendance will not be taken nor used in grading, but is necessary as all class information, including outside presentations, information, and material only presented in class will be subjected to be included on any quiz or exam.

**Participation:**
It is essential that course material is read before class with preparation completed to participate in active discussion of the topic.

**Reporting Illness or Absence:**
Since attendance is not taken, there is not any need to report illness or absence.

**Academic Integrity:**
The University of Memphis has clear codes regarding cheating and classroom misconduct. If interested, you may refer to the Student Handbook section on academic misconduct for a discussion of these codes. Note that using a “Solutions Manual” is considered cheating. Should
your professor have evidence that using a “Solutions Manual” has occurred, he/she may take steps as described on the campus’ Office of Student Conduct website (opens in new window). If you have any questions about academic integrity or plagiarism, you are strongly encouraged to review the Fogelman College’s Website on Academic Integrity (opens in new window).

**Grading:**
The plus/minus system will NOT be used and grades cannot be given by the phone, email, or text messaging. Please use the eCourseware grade file to review your scores.

**Exams Coverage:**
Not all exam text material will be covered in class or in the course power point slides.

**Makeup:**
There will not be any makeup given as all assignments must be submitted within the period due or NO MAKEUP.

**Late Assignments/Submitting Work for Grading:**
The course consists of individual modules of assignments. All assignments must be submitted anytime within the module due period. Since the work can be submitted anytime during that time, there is not any need for makeup. NO LATE ASSIGNMENT will be allowed. NO EXCEPTIONS.

**Special or Extra Credit:**
There is no extra credit offered in this course. Your final grade will be computed based on your work on the formal/assessed activities previously described in this syllabus. There will not be any special or extra assignments given to any student to improve their grade unless given to the entire class.

**Grade Questions:**
If you would like to ask any question about any of your grading, please check during the semester and before final exam week.

**Inclement Weather:** In the event that inclement weather requires the cancellation of classes at The University of Memphis, local radio and television media will be immediately notified. Additionally, The University of Memphis has established an Inclement Weather Hotline at 678-0888 as well as TigerText (opens in new window), an emergency alert text messaging service to students, faculty and staff. This optional service is used in the event of an on-campus emergency, an unscheduled university closing, or a delay or cancellation of classes due to, for instance, inclement weather. Additional information on TigerText (opens in new window). Only official university closings (for example, inclement weather) will deadline extensions be extended.

**Student Services**
Please access the FCBE Student Services (opens in new window) page for information about:

- Students with Disabilities
Office for Institutional Equity:
The University is committed to ensuring equality in education and eliminating any and all acts of sexual misconduct from its campus. Sexual misconduct includes sexual harassment, sexual assault, dating violence, domestic violence and stalking. If you or someone you know has been harassed or assaulted, you can make a report to the Office for Institutional Equity at oie@memphis.edu or 901.678.2713. Please note that if you make a report to me I am required to report it. If you want to make a confidential report you can contact the University Counseling Center, 214 Wilder Tower, 901.678.2068.

Syllabus Changes:
The instructor reserves the right to make changes as necessary to this syllabus as circumstances require. If changes are necessitated during the term of the course, the instructor will notify students of such changes both by individual eCourseware email communication and posting the notification on the eCourseware course home page.

Schedule of Activities

Course Outline & Calendar for Essentials of Negotiation (MKTG 4470-001 REM)

<table>
<thead>
<tr>
<th>DATE</th>
<th>DAY</th>
<th>TOPIC</th>
<th>ASSIGNMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aug 18</td>
<td>T</td>
<td>Introduction</td>
<td>Syllabus Review</td>
</tr>
<tr>
<td>Aug 20</td>
<td>R</td>
<td>Orientation</td>
<td>Zoom/ eCourseware/Projects</td>
</tr>
<tr>
<td>Aug 25</td>
<td>T</td>
<td>Nature of Negotiations</td>
<td>Chapter 1</td>
</tr>
<tr>
<td>Aug 27</td>
<td>R</td>
<td>Distributive Bargaining</td>
<td>Chapter 2</td>
</tr>
<tr>
<td>Sep 1</td>
<td>T</td>
<td>Integrative Negotiation</td>
<td>Chapter 3</td>
</tr>
<tr>
<td>Sep 3</td>
<td>R</td>
<td>Strategy &amp; Planning</td>
<td>Chapter 4</td>
</tr>
<tr>
<td>Sep 8</td>
<td>T</td>
<td>No Class</td>
<td>Class Holiday</td>
</tr>
<tr>
<td>Sep 10</td>
<td>R</td>
<td>Negotiation Review</td>
<td>Guest Speaker</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Submit Joe Tech Template</td>
<td>Online Drop Box</td>
</tr>
<tr>
<td>Sep 15</td>
<td>T</td>
<td>Review – No Class</td>
<td>Online Study Guides</td>
</tr>
<tr>
<td>Sep 17</td>
<td>R</td>
<td>Exam One</td>
<td>Chapters 1, 2, 3, &amp; 4</td>
</tr>
<tr>
<td>Date</td>
<td>Day</td>
<td>Activity</td>
<td>Notes</td>
</tr>
<tr>
<td>--------</td>
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<td>---------------------------------</td>
<td>--------------------------------</td>
</tr>
<tr>
<td>Sep 22</td>
<td>T</td>
<td>Ethics in Negotiation</td>
<td>Chapter 5 Essentials</td>
</tr>
<tr>
<td>Sep 24</td>
<td>R</td>
<td>Perception, Cognition, Emotion</td>
<td>Chapter 6 Essentials</td>
</tr>
<tr>
<td>Sep 29</td>
<td>T</td>
<td>Negotiation Persuasion</td>
<td>Guest Speaker</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Submit Island Cruise Template</td>
<td>Online Drop Box</td>
</tr>
<tr>
<td>Oct  1</td>
<td>R</td>
<td>Negotiate Island Cruise</td>
<td>No Class</td>
</tr>
<tr>
<td>Oct  6</td>
<td>T</td>
<td>Communication</td>
<td>Chapter 7</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Submit Island Cruise Log</td>
<td>Online Drop Box</td>
</tr>
<tr>
<td>Oct  8</td>
<td>R</td>
<td>Negotiation Power</td>
<td>Chapter 8</td>
</tr>
<tr>
<td>Oct 13</td>
<td>T</td>
<td>Review – No Class</td>
<td>Online Study Guides</td>
</tr>
<tr>
<td>Oct 15</td>
<td>R</td>
<td><strong>Exam Two</strong></td>
<td><strong>Chapters 5, 6, 7, &amp; 8</strong></td>
</tr>
<tr>
<td>Oct 20</td>
<td>T</td>
<td>Negotiation Relationships</td>
<td>Chapter 9</td>
</tr>
<tr>
<td>Oct 22</td>
<td>R</td>
<td>Negotiation Parties &amp; Teams</td>
<td>Chapter 10</td>
</tr>
<tr>
<td>Oct 27</td>
<td>T</td>
<td>International &amp; Culture</td>
<td>Chapter 11</td>
</tr>
<tr>
<td>Oct 29</td>
<td>R</td>
<td>Negotiation/Arbitration</td>
<td>Outside Sources</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Submit Ridgecrest Preparation</td>
<td>Online Drop Box</td>
</tr>
<tr>
<td>Nov  3</td>
<td>T</td>
<td>Negotiate Ridgecrest – No Class</td>
<td>Group Negotiation</td>
</tr>
<tr>
<td>Nov  5</td>
<td>R</td>
<td>Negotiation Mediation</td>
<td>Guest Speaker</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Submit Ridgecrest Log Sheet</td>
<td>Online Drop Box</td>
</tr>
<tr>
<td>Nov 10</td>
<td>T</td>
<td>Best Practices</td>
<td>Chapter 12</td>
</tr>
<tr>
<td>Nov 12</td>
<td>R</td>
<td>Review – No Class</td>
<td>Online Study Guides</td>
</tr>
<tr>
<td>Nov 17</td>
<td>T</td>
<td><strong>Exam Three</strong></td>
<td><strong>Chapters 9,10,11,12</strong></td>
</tr>
</tbody>
</table>

End of Classes 11-17-20
End of Semester 11-24-20

Course Grading Forms:
Negotiation: ______JOE TECH JOB OFFER PREPARATION______________

Negotiation Preparation, Joe Tech: **Each Student** will submit a completed Preparation Agreement Template. The template is due as indicated on the class calendar. Grading will be based on the following **Negotiation Preparation Criteria**. If the template is late, five points will be deducted for each class period late.

**Job Offer Grading Evaluation Criteria Form**
(Score: 0 to 3 maximum points per item)

1. Properly stated the Problem ___3___
2. Properly determined the Issue(s) to negotiate ___3___
3. Properly established Aspiration ___3___
4. Properly established Target ___3___
5. Properly established Reservation ___3___
6. Properly established Walkaway ___3___
7. Properly determined Category Items ___3___
8. Properly determined Initial Strategy ___3___
9. Properly developed Opening Statement ___3___
10. Properly established BATNA ___3___

Total: ___30___
Negotiation: Island Cruise

Student vs. Student Negotiation Island Cruise: For this simulation project exercise students will negotiate with another student. Each student will represent a position and will negotiate the best possible agreement. Each student will first fill out the Preparation Template and will submit it before the negotiation sessions occur according to the course calendar. Students will then negotiate their best agreement and each student will submit their own Log Sheet with items #7 thru #10 clearly answered of the negotiated process and outcome. Grading will be based on the following Student/Student Negotiation Evaluation Criteria. If the Template and Log Sheet are not submitted when due, the grade is zero for that student.

Island Cruise Grading Evaluation Criteria Form
(Score: 0 to 4 maximum points per item)

1. Properly stated the Problem ___4___
2. Properly determined the Issue(s) to negotiate ___4___
3. Properly established Aspiration ___4___
4. Properly established Target ___4___
5. Properly established Reservation ___4___
6. Properly established Walkaway ___4___
7. Properly determined Category Items ___4___
8. Properly determined Initial Strategy ___4___
9. Properly established BATNA ___4___
10. Successful Negotiated Outcome ___4___

Total: ___40___

Team vs. Team Negotiation, Ridgecrest: For this simulation project exercise, teams of 3 or more (depending on class size) will be randomly assigned for this simulation project exercise.
Teams will represent a position and will negotiate their best possible agreement with the assigned team of the other side. Each team will fill out their own Preparation Template and will submit it according to the course calendar before the negotiation session occurs. Teams will then negotiate their best agreement. Each team will submit their own Log Sheet when due as indicated on the class calendar of the negotiated process and results with items #7 thru #10 clearly answered. Grading will be based on the following Team/Team Negotiation Evaluation Criteria. If the Template and Log Sheet are not submitted when due, the grade is zero for ALL team members.

Ridgecrest School Dispute Grading Evaluation Form
(Score: 0 to 4 maximum points per item)

1. Properly stated the Problem
2. Properly determined the Issue (s) to negotiate
3. Properly established Aspiration
4. Properly established Target
5. Properly established Reservation
6. Properly established Walkaway
7. Properly determined Category Items
8. Properly determined Initial Strategy
9. Properly established BATNA
10. Successful Negotiated Outcome

Total: 40

End of Syllabus