

Course: Harvard Negotiation Model	ECTS Points: 2
Course Code:	
Language: English	
Course description: educational content – elective, optional course	
Lecturer: Marcin Kolemba Ph.D.	
Semester: <sup>1</sup> winter	Number of hours: 15 Lecture: 7 Classes:8
<u>Courses to be completed before enrollment to the course:</u> <sup>2</sup> - no prerequisites	
<u>Substantive content:</u> Harvard Negotiation Model – main principles. Main negotiation styles. Conception of Win-Win strategy. Preparation phase: best alternative to the negotiation agreement, zone of possible agreement. Negotiations technics.	
<b>Classes</b>	<b>Number of hours</b>
1. Application of Harvard Negotiation Model	2
2. Main principles in Harvard Negotiation Model (2h)	2
3. Preparation phase - key issue: Best alternative to the negotiation agreement (2h)	3
4. Conception of Win-win strategy.	3
5. Negotiation technics (2h)	5
<u>Aim of the course: Providing basic information on negotiation. Familiarize students with the Harvard Negotiation Model and practice selected negotiation techniques</u>	
<u>Teaching methods</u> <sup>3</sup> : workshops	
<u>Literature:</u>	
<ul style="list-style-type: none"> <li>- Baron, R. A. (1990). Environmentally Induced Positive Affect: Its Impact on Self-Efficacy, Task Performance, Negotiation, and Conflict<sup>1</sup>. Journal of Applied Social Psychology, 20(5), 368-384</li> <li>- Bazerman, M. H., &amp; Neale, M. A. (1982). Improving negotiation effectiveness under final offer arbitration: The role of selection and training. Journal of Applied Psychology, 67(5), 543.</li> <li>- Fulmer, I. S., &amp; Barry, B. (2004). The smart negotiator: Cognitive ability and emotional intelligence in negotiation. International Journal of Conflict Management, 15(3), 245- 272.</li> <li>- Rahim, M. A. (2011). Managing conflict in organizations. Third Edition. Transaction Publishers.</li> <li>- Thompson, L., &amp; Hrebec, D. (1996). Lose–lose agreements in interdependent decision making. Psychological bulletin, 120(3), 396.</li> <li>- Ury, W., &amp; Fisher, R. (1981). Getting to yes. Roger Fisher, William L. Ury, Getting to Yes.</li> <li>- Van Kleef, G. A., De Dreu, C. K., &amp; Manstead, A. S. (2004). The interpersonal effects of emotions in negotiations: a motivated information processing approach. Journal of personality and social psychology, 87(4), 510.</li> </ul>	
<u>Forms and conditions of credit</u> <sup>4</sup> :	
Credits: Test	

<sup>1</sup> „Winter” or „summer”

<sup>2</sup> If it is needed, please write the name of the course.

<sup>3</sup> „Lectures”, „workshops”, e.t.c.

<sup>4</sup> „Test”, “written essay”, e.t.c.

