



UNIVERSITY OF BIAŁYSTOK

FACULTY OF EDUCATION

ACADEMIC YEAR 2021/2022

Course: Harvard Negotiation Model		ECTS Points: 2
Course Code: 380-ERA-7HDZ		
Language: English		
Course description: educational content – elective, optional course		
Lecturer: Marcin Kolemba Ph.D.		
Semester: winter	Number of hours: 15 Lecture: 7 Classes:8	
Courses to be completed before enrollment to the course: - no prerequisites		
Substantive content: 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.		
Classes		Number of hours
1. Application of Harvard Negotiation Model		2
2. Main principles in Harvard Negotiation Model		2
3. Preparation phase - key issue: Best alternative to the negotiation agreement		3
4. Conception of Win-win strategy.		3
5. Negotiation technics		5
Aim of the course: Providing basic information on negotiation. Familiarize students with the Harvard Negotiation Model and practice selected negotiation techniques.		
Teaching methods: workshops		
Literature:		
<ul style="list-style-type: none"> - Negotiation advice from negotiation briefings, <i>special report</i>, Program on negotiation. Harvard Law School, Executive Education (https://www.pon.harvard.edu/) - Negotiation skills - negotiation strategies and negotiation techniques to help you become a better negotiator. Free Report Program on negotiation. Harvard Law School, 2014 (https://www.pon.harvard.edu/) - Bazerman, M.H., Curhan J., Moore D.A. & Valley, K.L. (2000) <i>Negotiation Annual Review of Psychology</i> 2000, 51:1, 279-314 - Baron, R. A. (1990). Environmentally Induced Positive Affect: Its Impact on Self-Efficacy, Task Performance, Negotiation, and Conflict1. <i>Journal of Applied Social Psychology</i>, 20(5), 368-384 - Fulmer, I. S., & Barry, B. (2004). The smart negotiator: Cognitive ability and emotional intelligence in negotiation. <i>International Journal of Conflict Management</i>, 15(3), 245-272. 		

- Rahim, M. A. (2011). *Managing conflict in organizations*. Third Edition. Transaction Publishers.
- Thompson, L., & Hrebec, D. (1996). Lose–lose agreements in interdependent decision making. *Psychological bulletin*, 120(3), 396.
- Ury, W., & Fisher, R. (1981). *Getting to yes*. Roger Fisher, William L. Ury, Getting to Yes.
- Van Kleef, G. A., De Dreu, C. K., & 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.

Forms and conditions of credit:

Credits: Test