

Course: Harvard Negotiation Model	ECTS Points: 2
Course Code:	
Language: English	
Course description: educational content – elective, optional course	
Lecturer: Marcin Kolemba Ph.D.	
Semester: ¹ winter	Number of hours: 15 Lecture: 7 Classes:8
<u>Courses to be completed before enrollment to the course:</u> ² - 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.	
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
<u>Aim of the course: Providing basic information on negotiation. Familiarize students with the Harvard Negotiation Model and practice selected negotiation techniques</u> Harvard Negotiation Model	
<u>Teaching methods</u> ³ : workshops	
<u>Literature:</u>	
<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). <i>Managing conflict in organizations</i>. Third Edition. Transaction Publishers. - Thompson, L., & Hrebec, D. (1996). Lose–lose agreements in interdependent decision making. <i>Psychological bulletin</i>, 120(3), 396. - Ury, W., & Fisher, R. (1981). <i>Getting to yes</i>. Roger Fisher, William L. Ury, <i>Getting to Yes</i>. - Van Kleef, G. A., De Dreu, C. K., & Manstead, A. S. (2004). The interpersonal effects of emotions in negotiations: a motivated information processing approach. <i>Journal of personality and social psychology</i>, 87(4), 510. 	
<u>Forms and conditions of credit</u> ⁴ :	

¹ „Winter” or „summer”

² If it is needed, please write the name of the course.

³ „Lectures”, „workshops”, e.t.c.

⁴ „Test”, “written essay”, e.t.c.