

Advanced Negotiation and Game Theory

Syllabus

Spring 2007

Instructor: Collin Starkweather

Lecture Time: Monday 8:30am–10:20am;

Classroom: Zhi Zhi Lou Room 4102

Office Hours: By appointment. Please contact me in class or by e-mail.

E-mail: yunnan@collinstarkweather.com

Class home page: <http://www.collinstarkweather.com/yunnan>

Course Description

This course is a continuation of a course in negotiation fundamentals and game theory and assumes that you are already familiar with negotiation practice and terminology as well as probability and calculus. As with the fundamental course, it is meant to provide you with the means to negotiate effectively, both with other Chinese and with people from other cultures. Also as with the fundamental course, the course is intended to be interactive. After completing this course, you should be familiar with advanced negotiation practices and be better prepared to negotiate creative, win-win solutions. You should also be familiar with using basic numerical tools to evaluate negotiation scenarios and complement your negotiation decision-making ability. You should be able to go into important negotiations feeling calm and in control, be a more effective negotiator, and, if business is your career, ultimately make more money for yourself and your employer.

Note: This syllabus is currently tentative and may be subject to change. In the event of further changes, an announcement will be made in class.

Sources of Course Material

1. The Heart and Mind of the Negotiator, by Leigh Thompson.
2. Negotiating Globally: How to Negotiate Deals, Resolve Disputes, and Make Decisions Across Cultures, by Jeanne M. Brett.
3. Game Theory for Applied Economists, by Robert Gibbons.
4. You will be required to reference material on the internet from time to time.

Grading

Students will be divided into small teams to analyze and engage in mock negotiations. They may be required to critique other student's negotiations. In addition, a final exam will be administered. The lowest participation grade will be dropped in computing students' overall participation grade.

The activity grade will comprise 40%, the final exam 40%, and class participation the remaining 20% of your grade. If you do not attend or participate in class, your participation grade will be impacted. Grading will be on a curve.

The date of the final exam will be announced both in class and via group e-mail as soon as it is available.

Suggestions

- Work collaboratively. Talk to your classmates. If you do not know any of your classmates, introduce yourself. I will gladly help you if you do not understand something, but often it is interaction with your peers that will produce the best results.
- Keep up with the work. If you get too far behind in your preparation, you will stay behind.
- When you negotiate in everyday life, whether negotiating over the price of an item in a shop or negotiating with your friends where and when to have dinner, think about the lessons you have learned in class and constantly try to improve your negotiation skills.

General Policies

- It is your responsibility to check your e-mail regularly and keeping up with all milestones for the class. You are responsible for making sure that you supply the correct e-mail address.¹ Your instructor is *not* responsible for proper delivery of e-mail to your inbox.
- Your education is your responsibility. When you join the work force, you will be expected to be proactive in managing your time and your career. Treat this class no differently. If you are having problems, I will be happy to assist you; however, you need to take the initiative to contact me.
- Make-ups for exams will only be scheduled in the most extenuating of circumstances and you will be expected to be able to provide supporting documentation (such as a medical certificate) concerning those circumstances.
- I will make reasonable accommodations for persons with documented disabilities or special needs. Please notify me the first day of classes if there are any documented disabilities or special needs of which I should be aware.

Change Log

The initial draft of this document was completed February 13, 2007.

¹When you provide your e-mail address, be aware that it is often difficult for your instructor to differentiate between a zero (0) and the letter "oh" (O), a one (1) and the letter "el" (l), and hyphens (-) and underscores (_).