



蘇州大學
Soochow University

COM 419 Negotiation and Mediation

Summer 2024

Course Credits: 4

Contact Hours: 56 hours

Instructor: TBA

Email: TBA

COURSE OBJECTIVES

In this course, Participants will delve into essential skills and strategies, navigating intricate negotiation scenarios effectively. Through interactive sessions, they will master negotiation principles, communication techniques, ethical considerations, and engage in real-world simulations to hone their negotiation prowess. This immersive experience will empower participants to excel in diverse professional contexts, fostering mutually beneficial outcomes and lasting relationships.

Upon Completion of this Course, students will be able to:

1. Comprehensive understanding and practical application of negotiation and mediation principles.
2. Exploration of how cultural differences impact negotiation processes and outcomes.
3. Analysis of the pros and cons of mediation and other dispute resolution methods.
4. Understanding how language nuances influence communication during negotiations.
5. Practical exercises to apply negotiation and mediation skills in diverse professional contexts.

PREREQUISITES

N/A



GRADING

Grades will be determined by accumulating points, with 100 points being the maximum, as follows:

ITEM	POINTS
Quizzes	20 Points
Assignments	30 Points
Midterm	20 Points
Final Exam	30 Points
Total	100 Points

Late submissions will be graded at the end of the course. Grades will be assigned according to the following rule:

$$A \geq 90 > B \geq 80 > C \geq 70 > D \geq 60 > F.$$

We reserve the right to make adjustments to the overall grading policy.

COURSE MATERIALS

Required Texts:

Margit Gaffal · Jesús Padilla Gálvez, *Dynamics of Rational Negotiation*, 1st Edition, Springer, 2023.

Recommended (Optional) Texts or Other Materials:

None

COURSE TOPICS

MODULE	TASKS
Module 1	<p>Topics: Topic 1: Negotiation, Game Theory and Language Games Topic 2: Cooperative Games Topic 3: Non-Cooperative Games Topic 4: Language Games</p> <p>Assessments: Quiz#1 Assignment#1</p>



Module 2	Topics: Topic 5: Bargaining and Game Theory Topic 6: The Nash Equilibrium Topic 7: The Functions of Bluffing and Lying in Negotiation Topic 8: International Negotiation and Forms of Life Assessments: Quiz#2 Assignment#2
Module 3	Topics: Topic 9: Objections to the Proposed Model Topic 10: Unresolved Problems Topic 11: Psychological Aspects of Negotiation Topic 12: Preconditions for Negotiations Assessments: Midterm Quiz#3
Module 4	Topics: Topic 13: Persuasive Communication Topic 14: Negotiation Tricks Topic 15: Deception and Body Language Topic 16: Negotiation and Mediation Assessments: Quiz#4 Assignment#3
Module 5	Topics: Topic 17: Mediation and Game Theory Topic 18: Suitability of Negotiators for Mediation Topic 19: Characteristic Elements of Conflicts Topic 20: Types of Mediation Assessments: Final Exam

ATTENDANCE

1) Class attendance is required. Missing classes without permission will lead to decrease in overall grade.

Missing less than two classes: no penalty.

Missing more than two classes: 7% will be taken off from the overall grade.

If the instructor reports a student's frequent missing of class to the Soochow University Academic Administration Office, the student might get a written warning



and might be prohibited from attending final exam.

2) Participants in this course are expected to arrive in class promptly and adequately prepared. The primary objective of this course is to critically engage with the readings and the subject matter. Therefore, course participants are expected to have completed the reading prior to class and prepare thoughtful reflections/commentaries to share with fellow colleagues.

LEARNING REQUIREMENTS

- 1) Late assignments are not acceptable and are subjected to grade deductions.
- 2) Assignments submitted in the wrong format will be counted as not submitted.
- 3) Failure to submit or fulfill any required course component results in failure of the class.
- 4) Make-up for midterm and final exams only with valid excuses, as defined by the University.
- 5) In order to earn a Certificate of Completion, participants must thoughtfully complete all assignments by stated deadlines and earn an average quiz score of 50% or greater.

TECHNOLOGY POLICY

The use of electronic devices in class is distracting, both for the user and for the rest of the class. Only non-programmable calculators can be used in the tests and exam. Any attempts to use cell phones and other electronic communication devices will be seemed as cheating. Laptops are discouraged, unless you use them for activities DIRECTLY related to the course (eg., note taking, reading course documents).

ACADEMIC INTEGRITY POLICY

Soochow University highly values the academic integrity and aims to promote the academic fairness, honesty and responsibility. Any academic dishonesty behaviors and any attempts to cheats and plagiarism will be reported to the university administration office. A written warning and the relevant penalties will be imposed. The record might be shown on the official university transcript.



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DISABILITY ACCOMMODATION

Soochow University is committed to maintaining a barrier-free environment so that students with disabilities can fully access programs, courses, services, and activities at Soochow University. Students with disabilities who require accommodations for access to and/or participation in this course are welcome.

Note:

Please contact the University Administrative Office immediately if you have a learning disability, a medical issue, or any other type of problem that prevents professors from seeing you have learned the course material.