

1 Module content

Course	MA in InterCultural Management (ICM) - 1 st year
University, Faculty	University of Burgundy, Languages and Communication Faculty
Module title	Negotiation Techniques
Lecturer	Alexander Frame
Objectives	This module introduces the students to the theory and practice of negotiation techniques, applied to various professional settings. Students get a chance to learn through practice, thanks to a range of negotiation exercises during which they test out techniques and then analyse them theoretically.
Number of hours	6
Semester	First
Number of students	Around 40

2 Evaluation

Evaluation methods	Continuous assessment (CC)
Weighting	100%
Examination types	Exercises / written evaluation.

3 Teaching methods

Pedagogy	Lectures and interactive classes
Teaching activities	Lectures, role-playing, discussions ...

4 Program

1. Negotiation Theory and exercises
2. “Intercultural” Negotiations
3. Negotiation role-playing

5 References

- Ariely, D. (2010). *Predictably Irrational, Revised and Expanded Edition: The Hidden Forces That Shape Our Decisions*. New York: Harper Perennial.
- Lewicki, R., Barry, B., & Saunders, D. (2010). *Essentials of Negotiation* (5 edition). New York: McGraw-Hill Education.
- Shell, G. R. (2006). *Bargaining for Advantage: Negotiation Strategies for Reasonable People 2nd Edition* (2 edition). New York: Penguin Books.
- Ury, W. L., Fisher, R., & Patton, B. M. (1992). *Getting to Yes: Negotiating Agreement Without Giving In* (2 edition). Boston: Houghton Mifflin Harcourt.