

## **Bargaining and Negotiation: Interests, Information, Strategy and Power**

### **LSE SUMMER SCHOOL**

Negotiation is an increasingly important soft-skill used during day-to-day interactions as well as formal negotiations. Good negotiators are critical for business development - creating long-lasting relationships, increasing value and creating mutually beneficial solutions. Like any other business skill, your ability to perform in negotiations is determined by your formal training and experience. In this highly interactive course, you will engage with the strategic, psychological, and cultural aspects of negotiations. Through the use of live negotiation simulations, ranging from two-party negotiations to multi-party multi-issue negotiations, you have an opportunity to put into practice effective negotiation strategies based on academic research.

Through rigorous reflection and feedback from peers and faculty you will have a thorough understanding of your own personal negotiation strengths and weaknesses. At the end of the course you will walk away with a personal development plan which can be used for your continuous improvement as a negotiator.

#### **Programme details**

Lectures: 36 hours

Classes: 18 hours

Assessment\*: In classroom-based negotiation simulations (20%) and a written exam (80%)

Typical credit\*: 3-4 credits (US) 7.5 ECTS points (EU)

#### **Prerequisites**

A university level introductory course in psychology, sociology, political science or management.

#### **Key topics**

Distributive and integrative negotiation

Biases in negotiation

Negotiation styles

Ethics, trust, and relationship-building

Communication in negotiations

Emotions in negotiations

Power and Influence

Culture in negotiations

## **Programme structure and assessment**

The format of the course is a combination of lectures, readings, class discussions and simulations. Reflecting the pedagogical approach of the LSE, particular attention will be paid to developing student understanding of when and why particular negotiation techniques are effective so that they can be applied appropriately to all kinds of negotiation situations.

The assessment of this course is based on participation in and reflection on classroom-based negotiation simulations (20%) and a final written examination (80%).

## **Course outcomes**

Practise essential negotiation strategies during two-party transactional and multi-party multi-issue negotiations.

Understand how culture, emotions and psychological bias impact negotiations

Develop an understanding of your unique negotiation preferences

Learn how to build trust, increase your influence and add value for both parties

## **Reading materials**

Thompson, L. L. (2012). *The mind and heart of the negotiator* (5th ed.). Prentice Hall.