

INTERNATIONAL NEGOTIATIONS

1. Course Name: International Negotiations

Course Code: QTE019

2. Course Credit: 03

3. Level: Year 4

4. Course Prerequisites: Students are expected to have completed

Foundation course(s): International Commercial Law, International Modern Politics, International Economic and English for International Relations

Skills: Presentation, team-working, critical thinking

5. Lecturer's information:

Lecturer
Name: NGUYỄN PHƯƠNG HÀ
Department: Faculty of International Relations
Email: damphanfir@gmail.com

6. Time allocation: 60 periods (3 credits: 2 theory + 1 practicum)

- Lectures/ Theories: 30 periods
- Seminars/ Student's presentation/Practice: 30 periods

7. Course overview:

The aim of this course is to equip students with fundamental knowledge of negotiations in general and international negotiations in diplomacy in particular, including (1) basic concepts (people in negotiations, culture, gender,...), (2) technique for preparations (interests, options, communication, commitment, relationship...), (3) strategies and tactics (game theories, the use of power, gender difference...)

Over the classes, students are expected to build up their team-working skills, critical thinking skills, soft skills of negotiations in personal level to multi-level negotiations, bi-party negotiations to multi-parties negotiation via attending lectures, seminars, discussions, simulations at the same time participate in simulation exercises and cases in class.

At the end of the course, students are expected to have a comprehensive understanding of basic knowledge and strategies for effective negotiations for a win-win solution in different aspects of life.

8. Course Learning Outcomes:

On completion of the course, students will be able to:

- Define different forms of negotiations, technique and theories for win-win negotiations.
- Identify different strategies, tactics of different culture, language, and people to get the best outcomes in negotiations.

- Improve the argumentative skills, communication style with critical and creative conversations.
- Analyze and prepare for a negotiation using basic factors for negotiations
- Improve the persuasive skills in a logic manner that can be applied both in personal discussion as well as general discussion.
- Pay attention more to world issues on conflict resolution
- Accept difference in a multi-cultural world.
- Pay attention and improve listening skill in normal discussion.
- Tolerance conflict and accept changes.
- Improve their transferable skills, including but not restricted to reading, data/ information collecting and processing, research planning, team-working (level 2), writing, presentation & rhetoric (level 2), and critical thinking (level 2), argumentative, critical and creative.

9. Learning Assessment

Assessment criteria	Score	Percent of final grade
Mid-term test (multiple test)	Midterm score	30%
Participation		10%
Class discussion and contribution		10%
Simulation – Final test	Final score	50%
		100% (10/10)

10. Course policies:

A. Class organization

In this semester, classes are scheduled on xxxxxx and xxxxx every week, from from

Course content, grade summary, assigned readings, reference materials and other requirements are assigned in the detailed teaching schedule. Students are responsible to complete these readings and finish all exercises before class.

B. Student expectation

- Students are required to be on time and remain until the conclusion of the class. Those students who arrive late within 15 minutes will be marked as ‘late’ yet still allowed to join the class. Those students who arrive late more than 15 minutes will not be accepted to attend the class.

- Students are expected to be well-prepared before class.

- All assignments and homework need to be handed in at the beginning of the class. Late submission is NOT accepted.

- Students are required to have positive attitudes and cooperate with the lecturer during the semester.

- Students who take part in class contribution and discussion are highly evaluated.

- Students are not allowed to use laptops/mobile phones/tablet computers during the class unless there is a special requirement from the lecturer. Those students who use laptops/mobile phones/tablet computers during the class may be required to leave the class and marked as absent.

- Foods are not allowed during the class.

- Lecturer reserves the right to allow/deny students to join the class.

C. Examination policies

The learning assessment of this course is based on the accumulative study progress of students. Students always have chances to improve their final grade or get bonus marks by taking part in classes positively and completing additional exercises.

There will be no makeup exercise/midterm for those who absent from the class, except for the emergency cases with authorized proofs.

Cheating, academic dishonesty and plagiarism are NOT FORGIVEN. Those students who violate these terms will be expelled from the course and receive “zero” for their final grade.

11. Texts & materials:

11.1 Required reading:

1. Roy J Lewicki, Bruce Barry, David M. Saunders “*Negotiation – Reading, Exercises and Cases*” – McGrawhill Education Publication, 2015
2. Fisher. Roger and Ury. William. *Getting to YES – Negotiation agreement without giving in Revised Editions by Fisher, Ury and Patton* – Penguin Books, 2011

11.2 Optional reading:

Vietnamese

1. Roy J. Lewicki, Bruce Barry, David M. Saunders “*Kỹ năng đàm phán cơ bản*” – NXB Bách Khoa Hà Nội. Trường Đại học FPT, 2018
2. Roger Fisher, William Ury “*Thỏa thuận đàm phán nhưng không nhượng bộ*” – NXB Thống Kê, 2005
3. Phan Văn Trường “*Một đời thương thuyết*” – NXB Trẻ, 2014

12. Detailed teaching schedule:

See the attached.

Ho Chi Minh City, July 2020

DEAN OF FACULTY	LECTURER MA. Nguyễn Phương Hà
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DETAILED TEACHING SCHEDULE

WEEK	UNIT	ASSIGNED READING	EXERCISES	NOTE
WEEK 01 (5 periods) 16/9/2020	UNIT 01: INTRODUCTION: 1. International Negotiations 2. Subject, research, limits. 3. Requirement from lecturer UNIT 02: NEGOTIATION 1. Science of negotiation 2. Arts of negotiation 3. Techniques *Short test	-Roy J Lewicki, Bruce Barry, David M. Saunders “ <i>Negotiation – Reading, Exercises and Cases</i> ” – McGrawhill Education Publication, page 1-11, page 34-47, - Roy J Lewicki, Bruce Barry, David M. Saunders “ <i>Negotiation – Reading, Exercises and Cases</i> ” – McGrawhill Education Publication, page 312-322, page 325-335, page 395-402 -Roy J. Lewicki, Bruce Barry, David M. Saunders. <i>Kỹ năng Đàm phán cơ bản – Essentials of Negotiation</i> – NXB Bách khoa Hà Nội – Trường Đại học FPT , 2018, trang 1-26	Game theory exercise	Exercise material will be distributed in class
WEEK 02 (5 periods)	UNIT 03: 7 KEY ELEMENTS OF NEGOTIATION	-Fisher.Roger and Ury.William. <i>Getting to YES – Negotiation</i>	Students will be divided into groups to	Send via email

23/9/2020	1. Interest 2. Options 3. BATNA 4. Commitment 5. Legitimacy 6. Communication 7. Relationship *Short test	<i>agreement without giving in.</i> Page 19-108, 82 – 93, 153 – 162, 170 -179. - Fisher.Roger and Ury.William. <i>Getting to YES – Negotiation agreement without giving in.</i> Page 19-108, 82 – 93, 153 – 162, 170 -179.	present about their understandings on 7 key elements Students will be divided into groups to present about their understandings on 7 key elements	Send via email
WEEK 03 (05 periods) 30/9/2020	Exercise on 7 Key Elements of Negotiation Role model – Cases	- Roy J Lewicki, Bruce Barry, David M. Saunders “Negotiation – Reading, Exercises and Cases” – McGrawhill Education Publication, page 377-428, page 439-454, page 65-71,	Exercise in the workbook of Getting to YES – Negotiation agreement without giving in. Sally Soprano case	
WEEK 04 (05 periods) 7/10/2020	UNIT 04: CULTURE IN NEGOTIATION - Local culture vs others - Cultural barrier - Inter-cultural Role model – Case	- Roy J Lewicki, Bruce Barry, David M. Saunders “Negotiation – Reading, Exercises and Cases” – McGrawhill Education	Med-Lee Case	

		Publication, page 337 – 375 - Jeswald W. Salacuse. <i>The Global Negotiator – Making, Managing, and Mending Deals Around the World in the Twenty-First Century</i> – Palgrave Macmillan, 2003, trang 73 – 189. Xem kỹ trang 89 – 115. - <i>Một đời thương thuyết.</i> Phan Văn Trường.. Chương 2, page 41-70 and chapter 11, page 223- 263.		
WEEK 05 (05 periods) 14/10/2020	UNIT05: INTERACTION – PERSUASIVE SKILLS – STRATEGIES – TECHNIQUES IN NEGOTIATION - The art of listening - How to build mutual trust - Communication skills in negotiation Presentation – Revision	- Roy J Lewicki, Bruce Barry, David M. Saunders “<i>Negotiation – Reading, Exercises and Cases</i>” – McGrawhill Education Publication, page 97-111, page 123-142, page 163-203, page 218-232	Students will be divided into groups to do presentation	Presentation

		- Roy J. Lewicki, Bruce Barry, David M. Saunders. <i>Kỹ năng Đàm phán cơ bản</i> – <i>Essentials of Negotiation</i> – NXB Bách khoa Hà Nội – Trường Đại học FPT , 2018, Chương 6 và chương 8 - <i>Getting to YES – Negotiating Agreement without giving in</i> Fisher. Roger and Ury. William. 2011, trang 109-130, 131-145. - Roy J Lewicki, Bruce Barry, David M. Saunders “<i>Negotiation – Reading, Exercises and Cases</i>” – McGrawhill Education Publication, page 465 – 510		
WEEK 6 (05 periods)	UNIT 06: STRATEGIES – TECHNIQUES IN NEGOTIATION	- Roy J Lewicki, Bruce Barry, David M. Saunders	Zalada – Colonia	- Cold call on students to

21/10/2020	- Strategies: avoidance, accommodation, compromise, collaboration - Tactics in Negotiations -Short test Role Model – Exercise – Role play	“Negotiation – Reading, Exercises and Cases” – McGrawhill Education Publication, page 14-33, page 48-64, page 72-79, page 80-95, page 233-250, page 253-272 - Roy J. Lewicki, Bruce Barry, David M. Saunders. <i>Kỹ năng Đàm phán cơ bản – Essentials of Negotiation</i> – NXB Bách khoa Hà Nội – Trường Đại học FPT , 2018 , Chapter 2, chapter 3 and chapter 4		present about some strategies and tactics. - “Bargaining Styles” exercise – will send via email.
WEEK 07 (5 periods) 28/5/2020	Role play INTRODUCTION TO MODEL UNITED NATION (MUN) - Group assignment - Background and history of the problems - Identify and prepare for simulation	- UN Website Rules and procedure	Job Negotiation - UN Chapter - The Security Council - Vote and Veto rights in the UN General Assembly	Materials will be sent via email

	Q&A		meeting	
WEEK 08 (05 periods) 4/11/2020	Final revision / Q&A on the MUN Rules and procedure		-	
WEEK 09 11/11/2020	MUN SIMULATION		-	