Syllabus

Negotiation- Behavioral perspective A - 37904

Last update 18-02-2017

**HU Credits:** 2

**Degree/Cycle:** 2nd degree (Master)

**Responsible Department:** education

**Academic year:** 0

**Semester:** 2nd Semester

**Teaching Languages:** Hebrew

**Campus:** Mt. Scopus

**Course/Module Coordinator:** Prof Ilana Ritov

**Coordinator Email:** ilana.ritov@huji.ac.il

**Coordinator Office Hours:**

**Teaching Staff:**
  Prof Ilana Ritov
**Course/Module description:**

Negotiation is an ongoing process of interaction between participants, during which each side interprets information obtained from his negotiation partners and makes decisions according to his judgment. The course will focus on the various aspects that characterize perceptions and thoughts of individuals participating in a negotiation and their influence on its results. In the first part of the course we will discuss general theoretical issues, and their application in practical contexts. In the second part of the course, students will conduct research projects in pairs or in teams. For this purpose we will conduct personal meetings with each pair or team of students. The purpose of these meetings is to provide individual help and guidance in conducting the research.

**Course/Module aims:**

Understanding the psychological processes involved in negotiations

**Learning outcomes - On successful completion of this module, students should be able to:**

- Ability to analyze processes of negotiation

**Attendance requirements(%):**

- Participation in 10 negotiation simulations

**Teaching arrangement and method of instruction: Lectures**

Negotiation simulations

**Course/Module Content:**

The course will focus on the various aspects that characterize perceptions and thoughts of individuals participating in a negotiation and their influence on its results. For example, we will discuss single and multi-issue negotiations, rational analysis, Pareto Optimum and cognitive biases.

**Required Reading:**


Additional Reading Material:


Course/Module evaluation:
End of year written/oral examination 0 %
Presentation 0 %
Participation in Tutorials 0 %
Project work 70 %
Assignments 0 %
Reports 30 %
Research project 0 %
Quizzes 0 %
Other 0 %

Additional information: