

## *The Hebrew University of Jerusalem*

### *Syllabus*

## *Simulation Games and Processes of Negotiation - 51389*

*Last update 03-10-2021*

*HU Credits:* 3

*Degree/Cycle:* 1st degree (Bachelor)

*Responsible Department:* Psychology

*Academic year:* 0

*Semester:* 2nd Semester

*Teaching Languages:* Hebrew

*Campus:* Mt. Scopus

*Course/Module Coordinator:* Prof Ilan Yaniv

*Coordinator Email:* [ilan.yaniv@mail.huji.ac.il](mailto:ilan.yaniv@mail.huji.ac.il)

*Coordinator Office Hours:* Thursday 14:00 - 15:00

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Teaching Staff:

Prof Ilan Yaniv

Course/Module description:

The course will involve lectures and a series of interactive simulation games involving problem solving through negotiations.

Course/Module aims:

Students will learn to analyze conflict situations using negotiations. The focus will be on behavioral concepts and insights from social and cognitive psychology and the study of emotion.

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

Students will acquire inter-personal skills and tools for analyzing the motives and behaviors of individuals in competitive and cooperative negotiation settings.

Attendance requirements(%):

100

Teaching arrangement and method of instruction: Six class meetings (three hours and 45 min each) will be devoted to simulations. Each class will involve discussion of theoretical concepts, a simulation game and debriefing. The seventh meeting will be devoted to the preparation of the final paper. The eighth meeting will be devoted to the presentation of final papers

Course/Module Content:

Topics will include distributive and integrative bargaining, social dilemmas, escalation, multi-party negotiations, use of agents, coalitions, and the role of distributive and procedural justice.

Required Reading:

Class 1: Some organizing questions; Elmtree House, What if they are more powerful?

Class 2: Don't bargain over positions; Focus on interests not positions, The mythical fixed-pie

Class 3: The Camp David negotiations; The irrational escalation of commitment;

Class 4: Credible commitments;

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*Class 5: The problem of cooperation; How to promote cooperation.*  
*Cialdini (2001). The science of persuasion.*  
*Babcock & Laschever (2003). Women Don't Ask.*

*Additional Reading Material:*

*Glozman, E., Barak-Corren, N., & Yaniv, I. (2015). False negotiations: The art and science of not reaching an agreement. Journal of Conflict Resolution*

*Course/Module evaluation:*

*End of year written/oral examination 0 %*  
*Presentation 0 %*  
*Participation in Tutorials 30 %*  
*Project work 40 %*  
*Assignments 0 %*  
*Reports 30 %*  
*Research project 0 %*  
*Quizzes 0 %*  
*Other 0 %*

*Additional information:*