

## *The Hebrew University of Jerusalem*

### *Syllabus*

## **THE ART AND SCIENCE OF NEGOTIATION - 55670**

*Last update 04-07-2016*

*HU Credits:* 3

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

*Responsible Department:* business administration

*Academic year:* 0

*Semester:* 2nd Semester

*Teaching Languages:* English

*Campus:* Mt. Scopus

*Course/Module Coordinator:* Dr. Shoham Choshen-Hillel

*Coordinator Email:* [shoham.huji.ac.il](mailto:shoham.huji.ac.il)

*Coordinator Office Hours:* Tuesday, 15:30-16:15

*Teaching Staff:*

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Dr. SHOHAM CHOSHEN-HILLEL

Course/Module description:

*This class will introduce you to the science of negotiation, as well as give you a chance to practice its art. We will develop a scientific framework for understanding negotiations, and learn about the main theories, analytical concepts and empirical findings in this area. We will review some important negotiation insights from the literature on social psychology and judgment and decision making.*

Course/Module aims:

*Learn the theories of negotiation, and take part in actual negotiation exercises.*

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

*Analyze cases of negotiation.  
Apply theories to actual negotiation.  
Improve their negotiation skills based on feedback in class.  
Develop a special attention to hidden aspects of negotiation.*

Attendance requirements(%):

*100%*

*Teaching arrangement and method of instruction: There will be eight intensive meetings (3.5 hours each). The first 6 meetings will open with a negotiation exercise, which will be followed by theoretical background. The final meeting will be dedicated to students' presentations of their projects.*

Course/Module Content:

*Topics will include distributive and integrative negotiations, multi-party negotiations, use of agents, coalitions, perception of fairness, and culture and gender in negotiations.*

Required Reading:

*Please see course website on Moodle.*

Additional Reading Material:

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Course/Module evaluation:

End of year written/oral examination 0 %

Presentation 0 %

Participation in Tutorials 20 %

Project work 50 %

Assignments 0 %

Reports 30 %

Research project 0 %

Quizzes 0 %

Other 0 %

Additional information:

*The lectures will be given in English, but participation in some of the negotiation exercises will be possible in Hebrew, and the reports and project can be also submitted in Hebrew.*