

The Hebrew University of Jerusalem

Syllabus

The Art and Science of Negotiation - 55670

Last update 20-09-2023

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: Prof. Shoham Choshen-Hillel

Coordinator Email: shoham@huji.ac.il

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

Teaching Staff:

Prof 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 (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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Grading Scheme:

Essay / Project / Final Assignment / Home Exam / Referat 60 %

Active Participation / Team Assignment 20 %

Submission assignments during the semester: Exercises / Essays / Audits / Reports / Forum / Simulation / others 20 %

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. The presentation in class will be held in English.