



The Hebrew University of Jerusalem

Syllabus

Negotiation - 59915

Last update 16-09-2020

HU Credits: 2

Degree/Cycle: 2nd degree (Master)

Responsible Department: Public Policy

Academic year: 0

Semester: 1st and/or 2nd Semester

Teaching Languages: Hebrew

Campus: Mt. Scopus

Course/Module Coordinator: Adv. Vanessa Seyman

Coordinator Email: vseyman@gmail.com

Coordinator Office Hours: By appointment only

Teaching Staff:

Ms. Vanesa Seyman

Course/Module description:

This advanced course, which is included in the Master of Public Policy program, will present the students with innovative approaches to negotiation as a comprehensive subject and not as an end skill. The course will present the connection between the worlds of content and the importance of understanding that negotiation is a project to be manage. The course provides academic tools as well as practical tools for analyzing the various scenarios, the challenges that characterize the complex and dynamic negotiation processes of the 21st century, and the challenge of promoting agendas in the public policy world.

Course/Module aims:

Understanding the academic core in the fields of negotiation: concepts, theories and models;

Analyzing and implementing the knowledge acquired on political, public and diplomatic negotiation situations from practice and on the basis of case studies;

The realization of knowledge through simulations and role-playing games;
Understanding the essential context between public policy analysis and negotiation;

Working on real cases and applying tools in practice, between sessions;

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

Prepare for negotiations effectively;

Build an informed and well thought-based negotiation process

To conduct an optimal negotiation process and to improve its results;

Attendance requirements(%):

According to regulations

Teaching arrangement and method of instruction: Workshop or Zoom/MOOC platform

Course/Module Content:

Among others,
The five negotiating processes
The human factor and its influence on the process

Power and balance of power in negotiations
The challenges of negotiations in the world of public policy
Preparation for negotiations
Strategies and tactics in negotiations
E negotiation – negotiating via mails

Required Reading:

Phyllis E. Bernard: "Power, Powerlessness
P.157-262
Michael Watkins Shaping the game Harvard Business School Press (2006) Chapter
2, p. 43-57
Kolb Deborah M, Strategic moves and turns from The Negotiator's Fieldbook (2008)
p 401-406
William Zartman, Process and Stages from The Negotiator's Fieldbook (2008) p.
95-98
Relationship mapping באמצעות אלקטרוני בקובץ: https://mcc.gse.harvard.edu/files/gse_mcc/files/relationship_mapping_pitch_and_guide_0_0.pdf

And more

Additional Reading Material:

Brett, Jean M. (2001) Negotiating Globally
Lax, David A and Sebenius, James, K. (2006) Negotiating@3D
Lax, David A and Sebenius, James, K. (1986) The Manager as a Negotiator
Raiffa, Howard (1982) The Art and Science of Negotiation.
Raiffa, Howard (2002) Negotiation Analysis
Thompson, Leigh, L. (2001). The Mind and Heart of the Negotiator. 2nd Ed.
Peter T. Coleman, Lan Bui-Wrzosinska, Robin Vallacher & Andrzej Nowak (2006)
Protracted Conflicts as Dynamical Systems, from The Negotiator's Fieldbook p.
61-73

Watkins Michael. Shaping the game Harvard Business School Press (2006)

Bradley, B. H., Postlethwaite, B. E., Klotz, A. C., Hamdani, M. R., & Brown, K. G. (2012). Reaping the Benefits of Task Conflict in Teams: The Critical Role of Team Psychological Safety Climate. Journal of Applied Psychology. Vol. 97, No. 1, p. 151-158.

Course/Module evaluation:

End of year written/oral examination 0 %

Presentation 0 %
Participation in Tutorials 0 %
Project work 100 %
Assignments 0 %
Reports 0 %
Research project 0 %
Quizzes 0 %
Other 0 %

Additional information:

The grade for participation includes active involvement in the classroom, simulations, and role playing