



# *The Hebrew University of Jerusalem*

## *Syllabus*

### *negotiation skills and methodology - 62222*

*Last update 17-09-2024*

*HU Credits: 4*

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

*Responsible Department: Law*

*Academic year: 0*

*Semester: 1st Semester*

*Teaching Languages: Hebrew*

*Campus: Mt. Scopus*

*Course/Module Coordinator: tsur Michal*

*Coordinator Email: [tsur.michael@mail.huji.ac.il](mailto:tsur.michael@mail.huji.ac.il)*

*Coordinator Office Hours:*

*Teaching Staff:*

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Zor Michael

Course/Module description:

The participants are exposed to the most recent and updated methods in the field of negotiation in different levels. Due to the understanding that students are facing and dealing with negotiation situations on daily basis, the course enables structured analysis and way of thinking in preparation and throughout the negotiation processes emphasizing on the improving the soft-skills and interpersonal interaction abilities.

Course/Module aims:

To enable participants a vast understanding of what is the negotiation process based on personal tendencies including the awareness to the environmental and social effects.

Enabling reflective thinking on the negotiation process including structured analysis.

Enable maintaining and monitoring personal criticism while coping with different negotiation processes and improving self-confidence in the ability of conducting and controlling the negotiation.

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

To prepare for negotiation in a different challenging levels.

To implement the mythologies and methods that have been taught throughout different negotiation situations.

Understanding the negotiation dynamics and dealing with resistance.

Identify pitfalls in negotiations and coping with them.

To analyze negotiation processes while identifying points for improvement and preservation.

Attendance requirements(%):

100%

Due to fact that the course progresses from the simple easy case studies to the more complicated, and is based on simulation and personal experience, it is impossible fill the gap in case of absence.

Teaching arrangement and method of instruction: Based on daily challenges, the students are facing and will face once they graduate, there are activities, exercises, simulations and role-plays, at least one on each one of the weekly meetings.

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*Analysis through encouraging group discussions and feedback.  
Reflection paper in the end of every weekly meeting.  
Presenting structured methods and concepts for negotiation management while using preparation sheets.  
Analyzing video-clips and current on-going negotiation situations.*

*Course/Module Content:*

*Negotiation in a challenging reality- basic approach  
Action-reaction cycle- importance of trust, rejection and validation  
Group dynamic in negotiation- representative dilemma  
Definition of negotiation and successful negotiation  
Goal in challenging negotiation- the What and the How  
The seven elements in collaborative interest-based negotiation- recent and updated approach  
Managing assets in negotiation- the role of money  
Pitfalls in negotiation  
The fiction of power and escaping to hierarchy  
Identifying your personal style in managing conflict  
Dealing and coping with resistance in negotiation  
Stress in negotiation- awareness and dealing with pressure.*

*Required Reading:*

*רוג'ר פישר וויליאם יורי  
שיחות קשות, איך לדבר על מה שחשוב באמת- שילה הין, דאגלס סטון וברוס פטון*

*Additional Reading Material:*

*Grading Scheme:*

*Essay / Project / Final Assignment / Home Exam / Referat 40 %  
Active Participation / Team Assignment 10 %  
Submission assignments during the semester: Exercises / Essays / Audits / Reports  
/ Forum / Simulation / others 30 %  
Attendance / Participation in Field Excursion 20 %*

*Additional information:*