

## **Syllabus 625/ 626 Negotiation and Bargaining 2011**

Professors: Victor Asal

Tuesday Tu 5:45PM - 8:50PM Draper **DR0313B**

Email: [vasal@email.albany.edu](mailto:vasal@email.albany.edu)

Office Hours:

Uptown: Humanities basement 16, Tuesday 1005-1205 or by appointment (ph)442-3112

Downtown Campus: Milne 300b: Tuesday 4:40-540 or by appointment (ph) 591-8729

This course is designed to introduce students to the study of the theory and practice of Bargaining and Negotiation. We will examine the what how, why and when of bargaining and negotiation from theoretical and practical perspectives. The course will look at this subject broadly with insights from business/nonprofit settings all the way to international relations between states. The course will be built around the use of simulations where students will be “the lab rats” in their own experimental learning

**Objectives of the Course:** By the end of the course students should have:

1. An understanding of the major questions and theories related to negotiation and bargaining.
2. Experience with using negotiation preparation
3. Experience with using negotiation skills
4. A deeper understanding of one area of negotiation research and/or pedagogy

### **Course Requirements**

- **Participation 30%**

- The course will be taught in a seminar fashion built around the class working jointly on research and exercises. This means that we will all be dependent on the efforts of others and participation will determine the success of the learning experience. Participation is more than attendance, it includes active and thoughtful participation in all elements of the class. Active and thoughtful participation is dependent on a thorough reading of the material as well as preparation for exercises to be conducted in class as well as debriefing reports.

- **Short papers about the simulations (4 page papers laying out goals or application of theory for three simulations) 30%**

- For the **Diplomacy Simulation** you will be asked to think about the relevance of different types of negotiation behavior to this simulation
- For the **HarborCo Simulation** you will be asked to Describe your strategy and list tactics you will use to achieve it and tie it to the reading
- For the **India Pakistan simulation** you will be asked to do the following
  - 1) Prepare a utility point schema for your country.
  - 2) Define your redline and green line in term of *both* utility points and actual agreements.
  - 3) Describe your strategy and list tactics you will use to achieve it and tie it to the reading

- **Final Project 40%**

- a. Literature review (one person)
- b. Educational Simulation (based on a literature review) (can be more than one person)
- c. Experiment prospectus (based on a literature review) (can be more than one person)
- d. Data collection effort (based on a literature review) (can be more than one person)

### **A note on literature Reviews**

A Literature Review is not:

- A summary of the first six articles you come across
- A summary of article after article – that is for annotated bibliographies – they serve as a basis for a lit review

A Literature Review should:

- Synthesizes the literature so that you can say something like
  - The x argument is supported by several authors (cite\*4) who distinguish ..... author y brings the most support to this argument by testing it in z region using f approach finding h.
- Identify the key arguments but also the evidence for these key arguments – and which arguments have stronger evidence
- Point out flaws and strengths related to:
  - Method
  - Operationalizations
  - Temporal and geographic coverage
  - Missing or present factors
- For examples look at <http://www.annualreviews.org/>

#### Literature review rubric

- Sufficient citations
- Sufficient coverage of the literature
- Is there overdependence on one or two articles?
- Synthesis or just summary
- Identification of strengths of arguments
- Identification of weaknesses of arguments
- Discussion of method
- Discussion of Operationalizations
- Discussion of Temporal and geographic coverage
- Discussion of Missing or present factors
- Clear discussion of how the theories compare?
- Discussion of ways forward?

#### **A note on simulations**

A simulation final project will be made up of the following parts:

- 1) Introduction
  - a) Theoretical or pedagogic goals of the simulation (briefly summarizing the literature review)
  - b) Summary of empirical case to be used
  - c) Overview of simulation
- 2) Scenario of simulations
- 3) Game mechanics of simulation
- 4) Team sheets
- 5) Role sheets (where appropriate)
- 6) Action center layout
- 7) Proposal center layout (where appropriate)
- 8) Utility point matrix (where appropriate)

**Grades** will be given according to effort and accomplishments. There is no curve and if you deserve an A, you will get one. A level work means exceptional effort and results. Similarly, average work will receive a C and so on.

**One caution - anyone caught cheating will fail. On this particular issue, there will be no second chances. It is assumed that all students understand the requirements of Academic Integrity. If you are unclear on what this entails you should read the following web page:**

[http://www.albany.edu/undergraduate\\_bulletin/regulations.html](http://www.albany.edu/undergraduate_bulletin/regulations.html)

### Grading Rubric

Start of grade range	0	60	63	67	70	73	77	80	83	87	90	93
Letter	E	D-	D	D+	C-	C	C+	B-	B	B+	A-	A

**Questions** Education is about learning. This class is about material you have probably not covered before in this context. If you have questions or things are unclear – ask questions. Ask them in lecture and feel free to email the TA's or call (if I am in my office at 10pm I will answer the phone) or email the instructor whenever to ask for further clarification. This includes any problems you might have about material on BlackBoard or any other technical aspect of the course.

### Email

- Please include your name – I don't know who sr46723@albany.edu is
- Please send me your phone number – I will call you back and whatever question you have will probably be resolved more quickly
- DO NOT EMAIL ME THROUGH BLACKBOARD – IT DOES NOT GIVE ME AWAY TO EMAIL YOU BACK.

**Accommodations:** Reasonable accommodations will be provided for students with documented physical, sensory, systemic, cognitive, learning and psychiatric disabilities. If you believe you have a disability requiring accommodation in this class, please go here <http://www.albany.edu/disability/current.shtml> and arrange for an academic accommodation letter to be sent to me. If you wish to discuss academic accommodations for this course please also inform me as soon as possible. I will also make every effort to accommodate difficulties arising from religious observance or sickness. You are asked to bring any possible conflicts to my attention as soon as possible. Students should not expect that, if they do poorly on an exam or other assignment, to claim, at that time, the need of an accommodation. This statement is to preclude that problem, and allow people with a need for accommodations to be treated fairly and appropriately.

**Plagiarism** Please familiarize yourself with the description in the undergraduate bulletin [http://www.albany.edu/undergraduate\\_bulletin/regulations.html](http://www.albany.edu/undergraduate_bulletin/regulations.html) if you are involved in plagiarism the penalty will be failure in the course and you will be reported to judicial affairs. **In this one regard there are no second chances.** If you are not sure if something violates standards – ask. If you are not sure whether to cite or not to cite – cite. Every Student is expected to go through the following tutorial <http://library.albany.edu/usered/plagiarism/index.html>

**Ombudsperson** “A government official, especially in Scandinavian countries, who investigates citizens' complaints against the government or its functionaries ([www.answers.com](http://www.answers.com)).” One student will be asked to volunteer to act as an ombudsperson and will meet with me on a regular basis to offer feedback from students in terms of the direction the course is going and bring to my attention any problems with reading, assignments or other material.

### Reading and Simulations to purchase

- Essentials of Negotiation, 5/e Lewicki Saunders and Barry [http://paris.mcgraw-hill.com/sites/0073530360/student\\_view0/](http://paris.mcgraw-hill.com/sites/0073530360/student_view0/)
- India Pakistan Simulation <http://www.icons.umd.edu/highered/home> which will cost \$12 to play for each student

**All other reading will be on blackboard or available on the web.**

<http://bls.its.albany.edu/webct/entryPageIns.dowebct>

A note about the listed simulations: simulations used may differ from those listed depending on time constraints and the interest of students

Date	Subject	• Reading	Exercise
1. Jan Tues 25	Negotiation and Bargaining Introduction		Strike force 1 Prisoner at Midnight
2. Feb Tues 1	Conflict and Cooperation	<ul style="list-style-type: none"> <li>• L chp. 1</li> <li>• Causes of Disputes and Conflicts</li> <li>• Budget Negotiation Preparation</li> </ul>	Art of negotiation NYT Budget Negotiation Prisoner's Dilemma
3. Feb Tues 8	Distributive and Integrative Negotiation	<ul style="list-style-type: none"> <li>• L. Chp 2, 3</li> <li>• Reading for Diplomacy</li> </ul>	Housing Simulation Appleton vs. Baker Diplomatic housing Diplomatic transport TELEMATICS
4. Feb Tues 15	Application: Diplomacy	DUE: simulation preparation	Diplomacy
Feb Tues 22	No class		
5. Mar Tues 1	Building Simulations	<ul style="list-style-type: none"> <li>• Creating Simulations</li> <li>• Role Playing Applications</li> <li>• Development and Validation</li> <li>• Intercultural Simulation review</li> <li>• Game Design Analysis: Strike Force One</li> <li>• Rule Guidelines</li> </ul>	Make a Simulation Exercise
6. Mar Tues 8	Doing Research on Negotiations	<ul style="list-style-type: none"> <li>• <u>IRB training material</u> (see below)</li> <li>• IRB example</li> <li>• The Effects of Negotiating Teams</li> <li>• Mediating International Crises</li> </ul>	Design an Experiment Exercise
7. Mar Tues 15	Negotiation Strategy	<ul style="list-style-type: none"> <li>• L Chp. 4, 6 , 7,</li> <li>• Mind and Heart click on link</li> <li>• Goal Setting and negotiation</li> <li>• Material for Chinazambia</li> </ul>	Real Estate Chinazambia and Boliviafranca Santa Carolina
8. Mar Tues 22	Multiple parties and Relations	<ul style="list-style-type: none"> <li>• L. Chp 9, 10</li> <li>• Reading for Harborco</li> <li>• Reading for Whaling Simulation</li> </ul>	Whaling Simulation
9. Mar Tues 29	Application: Harborco	DUE: simulation preparation	Harborco
10. Apr Tues 5	Culture, psychology, gender and Negotiation	<ul style="list-style-type: none"> <li>• L. chp 5, 11</li> <li>• Cohen</li> <li>• Psychology</li> <li>• Culture-Based Negotiation</li> <li>• Gender and Negotiation</li> </ul>	Risk Perception exercise Cowanbunga
11. Apr Tues 12	Crisis Negotiation	<ul style="list-style-type: none"> <li>• Negotiating with Terrorists</li> <li>• Negotiation Concepts</li> <li>• Contrasting Dynamics</li> <li>• Reading for simulation</li> </ul>	Sikh Hostage Crisis Negotiation Power plant simulation
Apr Tues 19	No Class		
12. Apr Tues 26	Application: India Pakistan	DUE: short simulation preparation	India Pakistan
13. May Tues 3	Ethics in Negotiation and presentations	<ul style="list-style-type: none"> <li>• L. chp.8, Chp. 12</li> </ul>	Slippery Slope

## **IRB material**

<http://www.albany.edu/research/compliance/Training.htm>

<https://www.citiprogram.org/Default.asp?>

## **Resources**

### **General**

<http://www.beyondintractability.org/> or <http://crinfo.org/>

<http://www.beyondintractability.org/action/articles.jsp?nid=5119>

### **Conflict**

[http://www.idea.int/publications/democracy\\_and\\_deep\\_rooted\\_conflict/](http://www.idea.int/publications/democracy_and_deep_rooted_conflict/)

### **Causes of conflict**

[http://www.iiasa.ac.at/Research/DAS/interneg/training/conflict\\_overview.html](http://www.iiasa.ac.at/Research/DAS/interneg/training/conflict_overview.html)

### **Negotiation Strategy**

[http://www.vandruff.com/art\\_converse.html](http://www.vandruff.com/art_converse.html)

google book version of negotiation by Churchman – summary of negotiation tactics

<http://tinyurl.com/329plpa>

<http://www.iiasa.ac.at/Research/DAS/interneg/>

<http://www.crnhq.org/pages.php?pID=12>

### **simulation creation**

[http://www.alanemrich.com/PGD/PGD\\_Directory.htm](http://www.alanemrich.com/PGD/PGD_Directory.htm)

[http://www.alanemrich.com/Class/Class\\_Accessories.htm](http://www.alanemrich.com/Class/Class_Accessories.htm)

<http://www.discovergames.com/skate.html>

<http://indie-rpgs.com/articles/17/>

<http://www.discovergames.com/rulesguidelines.htm>

<http://www.otopia.co.uk/html/downloads.html> free download of a computerized version of strikeforce one