COURSE UNIT CONTENT. (chapter in Handbook)

*Week 1* Presentation and Introduction to persuasion and negotiation (Chapter 1.1)

*Week 2* Strategy in negotiation (Chapter 1.2-1.4)

*Week 3* Effective conflict management (Chapter 1.1)

*Week 4* Heuristics and most common biases (Chapter 2.6)

*Week 5* Communication (Chapter 2.7)

*Week 6* Relational aspects of negotiation (Chapter 3.10)

*MID TERM EXAMS*

*Week 7* Principles of persuasion (Chapter 2.9 + Cialdini article)

*Week 8* Power dynamics in negotiation (Chapter 2.8)

*EASTER BREAK*

*Week 9* Multiple party negotiation (Chapter 3.13)

*Week 10* Cross cultural negotiation (Chapter 5.16)

*Week 11* How to improve decision making? (Chapter 7.20)

*Week 12* Group presentations