

Business Administration

Course Number: **BUAD 201**

Course Title: **CONFLICT RESOLUTION AND NEGOTIATION**

Credits: 3

Calendar Description: This course focuses on interpersonal communication theory and skills required to interact



Professors

Course Schedule

Date		Topic	Readings / in class activities	Assignments
2022 Week of		Wednesday, January 5 - Classes Start Monday, February 21 - Statutory Holiday (no classes) Tuesday, February 22 – Friday, February 25 Mid-semester study break (no classes) Friday, April 8 – Last Day of Regular Classes Friday, April 15 – Monday, April 18 – Statutory Holidays		
Jan.	3	Introduction - The Nature of Negotiation & Conflict	Ch 1	
Jan.	10	Strategy and Tactics of Distributive Bargaining	Ch 2	Practice
Jan.	17	Strategy and Tactics of Integrative Negotiation	Ch 3	Practice
Jan.	24	Negotiation and Conflict - Planning and Strategy	Ch 4	Practice
Jan.	31	Movie analysis Preparation	Test 1	
Feb.	7	Individual Differences: Know Yourself and Your Counterpart Perception, Cognition, and Emotion	Ch 5 Ch 6	Activity
Feb.	14	Communication Process and Outcomes	Ch 7	Activity
Feb.	21	Break- no class		
Feb.	28	Negotiation Power and Persuasion. Introduction to mediation	Ch 8	
Mar.	7	The Dynamics of Disputes and Third-Party Help	Test 2 Ch 9	Practice
Mar.	14	Multiparty, Coalitions, and Team Negotiations	Ch 11	Practice
Mar.	21	Confronting the Dark Side: Deception and Ethical Dilemmas	Ch 10	Practice

Mar. 28

