

Professor Carol Reade
Lucas Graduate School of Business
San Jose State University
Executive Style MBA
Special Session A, Spring Semester 2012

Course Title:	BUS 253 – Negotiation and Conflict Management
Class Number:	
Class Section:	09
Class Location:	Techmart on Tuesdays; SJSU on Saturdays (BBC 104 and 103)
Class Dates:	1/03; 1/07 (Sat); 1/10; 1/17; 1/24; 1/31; 2/04 (Sat); 2/07
Class Hours:	Tuesday, 6:00p – 10:00p and Saturday, 9:00p – 6:00p
Office Hours:	Tuesday, 5:30 – 6:00p at Techmart; and by appointment
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CATALOGUE DESCRIPTION

Introduces a theoretical framework and skill-building exercises/simulations for negotiating agreements in adversarial or competitive relationships. Explores conflict resolution methods applicable to commercial transactions, employee relations, union management negotiation and contract disputes, as well as international diplomacy.

REQUIRED READING

Main Text

Lewicki, R., Barry, B. and Saunders, D.M. (2011) *Essentials of Negotiation*, 5th edn., McGraw-Hill. ISBN: 978-0-07-353036-9. (The 4th edition can also be used.)

Supplemental Book

Fisher, R., Ury, W.L. and Patton, B. (1991) *Getting to Yes: Negotiating Agreement without Giving In*, 2nd edn., Penguin. ISBN-13: 9780140157352.

Journal Articles

Assigned articles will be made available on D2L.

Cases for Negotiation

Several Harvard cases will be used in the course. The cost is \$10.00 per student. The cases will be purchased by the instructor. Please reimburse the instructor on the first day of class.

The full syllabus is forthcoming and will be posted on D2L. You can get a head start by reading Getting to Yes, and the first chapter of the text. Enjoy the holidays, and I look forward to an engaging and productive semester!