

Recent Announcements

Negotiation

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Office Hours: By appointment, open availability during business hours on Monday and Wednesday, and Friday after 11AM

Negotiation: Course Summary

The same basic communication and cognitive skills that got you where you are today - advancing toward your personal and professional goals - are the ones you need to negotiate effectively. Negotiation is not based on simple intuition. Instead, negotiation is rooted in understanding people, process, perception and presentation.

This course will strive to dispel the common and pervasive belief that people are either good or bad at negotiation and little can be done about it. Some of this stems from the thought that negotiation is a zero-sum game. Together, we will work to give you the confidence to build your own reputation as a negotiator and to strengthen your practice through rehearsal, discussion and debate. You will learn critical frameworks and bargaining tactics to build alliances, strengthen interpersonal dynamics, allocate resources, balance competing interests, and resolve conflicts of all kinds.

Course Relevance

Students exiting this course will have gained critical communication, psychological and analytical skills to comfortably and confidently frame any negotiation in their private and professional lives. Given the experiential/active-learning and lecture blended course format, students will develop practical skills for building collaborative and cooperative negotiations in a wide variety of settings, utilizing skills from behavioral science and negotiation models.

As a core objective for the course, students will learn what negotiation style is most effective for them, how to adapt to and work with contrasting negotiation styles, and how and where to apply trust-based influence to create and share value at the negotiating table.

Course Objectives

Negotiation is the process by which two or more parties with interdependent interests secure agreements. This course is designed to cover the range of negotiation situations and issues faced by managers and decision makers. This course explores negotiations in many contexts; simple personal transactions, public and private sector collective bargaining, resolving disputes out of court, resolving conflicting interests within an organization, and resolving conflicting interests across organizations.

As a basis across our course of study, we will work to achieve goals through collaboration and the use of tactical empathy to produce trust-based influence. This approach is rooted in Information-Based Bargaining and will focus primarily on: (1) proactive planning and preparation (2) careful listening to the other side's wants, needs, priorities and timing and (3) thoughtful attention to the 'signals' our negotiation partners send through their conduct at the bargaining table and our astute understanding of the 'psychological basis' or psychological markers that help to provide context and clues for how to approach a negotiation.

The objectives of this course are the following:

- Learn the ability to create and maximize value for all parties by applying a collaborative negotiation style rooted in tactical empathy.
- Gain practical negotiation skills developed through the exploration of strategies and common pitfalls, real-world case studies and taking part in live sessions.
- Learn to understand, address, and embrace your own negotiating strengths and weaknesses, perceptions, presence and presentation style.
- Improve your ability to analyze negotiations in a variety of contexts.
- Improve your ability to conduct successful negotiations that optimize for Pareto efficiency (value creating bargains for both sides).

Key Topics

Our class will focus on gaining and applying knowledge and understanding with the goal of;



- Develop personal skills in problem solving and negotiation
- Evaluate strategies and behavior applied by specific negotiation styles
- Diagnose the key features and parameters that frame a negotiation
- Devise appropriate behaviors, strategies, tactics and design solutions that lead to effective and collaborative settlements.

We will do so by focusing on the following key topics:

- The value of negotiation: value claiming vs. value creation
- The role of collaboration and tactical empathy at the negotiation table.
- The features and parameters of the negotiation environment.
- Bargaining styles and negotiation profiles
- Establishing trust-based influence with your counterpart
- Creating shared understanding and gathering critical information




- Logrolling, concessions and understanding power and influence
- Critical communication skills; a playbook
- The gender (and race, experience and cultural) divide at the negotiation table
- Building coalitions

Readings

Required Textbook: Negotiation Genius, by Malhotra and Bazerman. The text required for this course is Malhotra and Bazerman, Negotiation Genius. Excerpts from the book will be posted to Canvas for the first week of required readings, after which students will be responsible for acquiring a copy of the text. **You can purchase the book on Amazon.**  (https://www.amazon.com/Negotiation-Genius-Obstacles-Brilliant-Bargaining/dp/0553384112/ref=sr_1_1?dchild=1&keywords=negotiation+genius&qid=1625980133&sr=8-1) My **favorite local bookstore**  (<https://whitewhalebookstore.com/>) here in Pittsburgh's Bloomfield neighborhood can also order the book for you.

Additional Readings: Additional readings will be made available to you via Canvas over the course of the mini as supplemental text. Please check Canvas or reach out to jiciccone@andrew.cmu.edu.

Recommended Readings: There are many academic thought-leaders and industry practitioners whose research is worth reviewing to strengthen your lifelong pursuit to be a strong and fair negotiator. Please reach out for recommendations and/or consider the list below:

- Babcock & Laschever, *[Women Don't Ask](https://www.amazon.com/Women-Dont-Ask-Negotiation-Gender/dp/0691210535/ref=sr_1_1?dchild=1&keywords=women+don%27t+ask&qid=1625980356&sr=8-1)*  [https://www.amazon.com/Women-Dont-Ask-Negotiation-Gender/dp/0691210535/ref=sr_1_1?dchild=1&keywords=women+don%27t+ask&qid=1625980356&sr=8-1\)](https://www.amazon.com/Women-Dont-Ask-Negotiation-Gender/dp/0691210535/ref=sr_1_1?dchild=1&keywords=women+don%27t+ask&qid=1625980356&sr=8-1)
- Shell, *[Bargaining for Advantage](https://www.amazon.com/Bargaining-Advantage-Negotiation-Strategies-Reasonable/dp/0143036971/ref=sr_1_1?crid=1QUACZXRGXL4Y&dchild=1&keywords=bargaining+for+advantage&qid=1625980384&srefix=barg;1)*  [https://www.amazon.com/Bargaining-Advantage-Negotiation-Strategies-Reasonable/dp/0143036971/ref=sr_1_1?crid=1QUACZXRGXL4Y&dchild=1&keywords=bargaining+for+advantage&qid=1625980384&srefix=barg;1\)](https://www.amazon.com/Bargaining-Advantage-Negotiation-Strategies-Reasonable/dp/0143036971/ref=sr_1_1?crid=1QUACZXRGXL4Y&dchild=1&keywords=bargaining+for+advantage&qid=1625980384&srefix=barg;1)
- Voss, *[Never Split the Difference](https://www.amazon.com/Never-Split-Difference-Negotiating-Depended/dp/0062407805/ref=sr_1_1?dchild=1&keywords=never+split+the+difference&qid=1625980406&sr=8-1)*  [https://www.amazon.com/Never-Split-Difference-Negotiating-Depended/dp/0062407805/ref=sr_1_1?dchild=1&keywords=never+split+the+difference&qid=1625980406&sr=8-1\)](https://www.amazon.com/Never-Split-Difference-Negotiating-Depended/dp/0062407805/ref=sr_1_1?dchild=1&keywords=never+split+the+difference&qid=1625980406&sr=8-1)

Case Studies: HBP (Harvard Business Publishing) Negotiation cases will be made available during the course of the mini and will serve as required readings ahead of in-class exercises, discussion and analysis. A course fee of approximately \$18 will be charged to your student account to pay for the negotiation cases.

Assessment Structure

With the purpose of measuring the acquirer of the above-mentioned learning outcomes, the students' assessment is based on three main components:

1. Participation and Preparation: A significant component to every successful negotiation is preparing for a successful outcome. Class participation, including self-assessment and entering into class debate and case deliberation, is a key component to this class and is evaluated as 25% of the final grade.
2. Individual Assignment and In-Class Negotiation: A student's growth as a negotiator is a core learning objective, including the students' ability to apply course concepts in written assignment and presentation as well as in active negotiation (represents 32% of the final grade).
3. Final Analysis & Presentation: The student's final written assignment constitutes 43% of the final grade and culminates with a final analysis and presentation of an active negotiation currently happening in the news.

Course Requirements

Negotiation Exercises (Attendance & Active Participation in Deliberation)	15%
Negotiation Outcome for Harborco	4%
Preparation Plan for New Recruit	16%
Negotiation Outcome for New Recruit	1%
Preparation Plan for DEC v. Riverside	16%
Negotiation Outcome for DEC v. Riverside	3%
Analysis of Negotiation in the News: <i>Topic and References (2%); Written Paper (43%)</i>	45%

Negotiation Exercises

In this course, you will participate in negotiation exercises in each class after the introductory lecture. These exercises will allow learners to develop negotiation skills experientially. All negotiations will take place in pairs with the exception of the last negotiation, which is a six party negotiation exercise. Individual preparation outside of the negotiation is required and essential. Instructions and role assignments will be published on Canvas in a class prior to the class period in which the negotiation is to be discussed. It is crucial for your learning that you spend adequate time preparing for the negotiations and post-analysis. Since we match students for the exercises, please do not accept a role assignment unless you definitively plan to participate in the negotiation exercise. If you are unable to participate in a negotiation exercise, please notify the instructor as soon as possible so we can reassign the other impacted students: jcicccone@andrew.cmu.edu (mailto:jcicccone@andrew.cmu.edu).

Our Case Study and Roleplay exercises include:

- (1) Parker v. Gibson
- (2) Bobby Rahal Motors
- (3) New Recruit
- (4) Genco v. Human Ventures
- (5) DEC v. Riverside
- (6) WGA v. AMPTP (If schedule permits, we may introduce this case)
- (7) Harborco

For all exercises, you will general and/or confidential instructions instructions. Never show the confidential instructions to others. Do not meet with others in preparing for the negotiation exercises.

Class Participation

Participation in the negotiation exercises and in-class discussion and analysis is critical to the success of this course. Not only will your classmates benefit from your effort and collaboration in the negotiations, but you will learn to formalize your point of view more persuasively, which is an important skill for the successful negotiator.

If you participate in 4 or 5 of the negotiation exercises you will receive the full 15 points to contribute to your final grade. If you participate in 3 exercises you will receive 10 points. If you participate in less than 3 exercises you will fail the course. Your participation in "Harborco" is mandatory, although please let me know if you have a conflict arise due to sickness, family or work obligations.

Given that this course is a mini and negotiations are planned for classes 2 through 6, attendance and active participation will be recorded and noted for class weeks 2 through 7.

Lecture slides, readings, supplemental readings and case studies will be made available to you via Canvas and released on select dates. Zoom office hours will be made available by appointment. Please email jciccone@andrew.cmu.edu (<mailto:jciccone@andrew.cmu.edu>).

Preparation Plans

You are required to submit two preparation plans (see course calendar for due dates). Plans should be concise and succinct, and thus no longer than 3 single-spaced pages, 12pt font, 1" margins: one of several required criteria for full credit. Points will be deducted for plans that exceed the page length. All plans must be submitted in pdf format to Canvas by the start of class the day it is due. Late plans will not be accepted. Please do not email the plans: Canvas is the repository of record. The grading will focus on

your ability to be clear and succinct about the salient features of the negotiation environment and their implications for the tactics and strategies you choose to employ:

Your plans should contain three sections:

- **Features of the Negotiation Environment:** Be complete and refer to the relevant pages of bullet points from the introduction lecture notes. This section should specify your goals for the negotiation. This section should be in bullet points.
- **Negotiation Parameters:** Describe your BATNA, RV, AV, opening offer, interests, priorities over the issues (if applicable) for your role as well as the best guess about the parameters for the other side. Please consult lecture slides for a full list of parameters. This section should also be in bullet points and may include the scoring system and/or an analysis of the scoring system (to be discussed).
- **Negotiation Approach and Strategies:** Discuss the negotiation approach and strategies that you will use (i.e. are you going to open the negotiation? What kind of negotiation tactics will you employ? What are your perceptions of the other party? What questions might you ask to challenge your assumptions, identify priorities or understand the ZOPA?) Discuss how these will help you obtain your goals. Discuss the implications the features of the environment have for your strategy. In this part of the plan, please detail how information from the readings guided you in preparing your strategy. Cite specific readings to support your approach and strategy.

Analysis of Negotiation in the News

You will be presented with three active negotiations currently happening in the news. You are asked to select a topic and use course frameworks to analyze the negotiation. Ideally, your analysis will focus on a public negotiation wherein you can clearly define the negotiation parameters, although exceptions with strong reference and supporting material may be available.

- The first section of the paper should be a complete analysis (in bullet points) of the features of the negotiation environment and look similar to your previous Preparation Plan assignments.
- The second section should describe all parties' negotiation parameters (BATNAs, RVs, AVs, priorities, targets, underlying interests, linkage, etc). Your second section should include and/or link to (as an addendum) a comprehensive scoring sheet/valuation system.
- The third section should overview, discuss and analyze each of the four stages of negotiation, from (1) Preparation to (2) Information Exchange, (3) Explicit Bargaining and (4) Commitment. You will be assessed for how well you understand and integrate the negotiation's features and explore types of strategies that each side is using, how the parties might negotiate more effectively, how you expect the negotiation to be resolved, and any other type of analysis you deem relevant. Your strategies section should leverage your scoring sheet/valuation system and clearly illustrate how and where joint gains, logrolls and other win-win strategies may be manufactured. You should use key ideas, concepts, and terminology from our lectures, cases and readings to support and explain your analysis.

The assignment should not be longer than 4 single-spaced pages, 12pt font, 1" margins: one of several required criteria for full credit. Your paper should include and cite references to support your perspective and/or tactical approach to bargaining. A fifth page may be included that contains references only. Points will be deducted for papers that exceed the page length. The analysis is due on Canvas on the date specified in the course calendar.

Course Calendar

Course Calendar	Featured Case Study	Class Lesson & Agenda:	Assignments and Readings for the Next Module
<p><u>Module 1:</u></p> <p><i>Course Goals and Expectations: The Fundamentals - Features and Parameters of Negotiation</i></p> <p>Wednesday, January 17th</p> <p>630 - 920p</p>	Parker v. Gibson	<p>(1) Welcome & Course Introduction (15 mins)</p> <p>(2) Goals and Expectations (15 mins)</p> <p>(3) Our Framework (10 mins)</p> <p>(4) The Fundamentals (15 mins)</p> <p>(5) Features of Negotiation (30 mins)</p> <p>(6) Class Break (10 mins)</p> <p>(7) Parameters of Negotiation (25 mins)</p> <p>(8) Parker v. Gibson (45 mins)</p> <p>(9) Leverage (5 mins)</p> <p>(10) Up Next: Study & Assignments (5 mins)</p>	<p><u>Required:</u></p> <p>(1) Read Malholtra and Bazerman <i>Negotiation Genius</i>, Introduction</p> <p>(2) Read General and Confidential Instructions (emailed to you) for "Bobby Rahal Motors" and Prepare for In-Class Negotiation</p> <p>(3) Complete the Bargaining Styles Self-Assessment I and Submit your Score to Canvas</p> <p><u>Recommended:</u></p> <p>(5) Read Shell "Bargaining for Advantage" Appendix A</p>
<p><u>Module 2:</u></p> <p><i>Framework and Process:</i></p>	Bobby Rahal Motors.	<p>(1) Negotiation Framework (20 mins)</p>	<p><u>Required:</u></p> <p>(1) Read Malholtra and Bazerman "Negotiation Genius" Chapters 1 - 2</p>

<p><i>Preparation, Information Exchange, Explicit Bargaining, and Commitment.</i></p> <p><i>Wednesday, January 24th</i></p> <p><i>630 - 920p</i></p> <p>-</p>		<p>(2) Becoming Process-Oriented (15 mins)</p> <p>(3) Distributive v. Integrative Bargaining (20 mins)</p> <p>(4) Class Break (15 mins)</p> <p>(5) Bobby Rahal Motors Part I (30 mins)</p> <p>(6) Bobby Rahal Motors Part II (40 mins)</p> <p>(7) Introduction to Scoring Systems (30 mins)</p> <p>(8) Up Next: Study & Assignments (5 mins)</p>	<p>(2) Read General and Confidential Instructions (emailed to you) for "New Recruit" and Prepare for In-Class Negotiation</p> <p>(3) Complete Preparation Plan for "New Recruit". Submit PDF to Canvas</p> <p>-</p>
<p><u>Module 3:</u></p> <p><i>Trust-Based Influence: Preparation to Information Exchange; Introduction to Integrative Bargaining</i></p> <p><i>Wednesday, January 31st</i></p> <p><i>630 - 920p</i></p>	New Recruit	<p>(1) Trust-Based Influence (45 mins)</p> <p>(2) Integrative Bargaining (25 mins)</p> <p>(3) Class Break (15 mins)</p> <p>(4) Case Study - New Recruit (40 mins)</p> <p>(5) Class Deliberation (25 mins)</p> <p>(6) Bargaining Power (15 mins)</p> <p>(7) Up Next: Study & Assignments (5 mins)</p>	<p><u>Required:</u></p> <p>(1) Read Malholtra and Bazerman "Negotiation Genius" Chapters 3 - 4</p> <p>(2) Read "Human Ventures vs. GenCo" (General and Confidential Instructions, emailed to you) and Prepare for In-Class Roleplay</p> <p><u>Recommended:</u></p> <p>(3) Read Noesner "Stalling for Time"</p> <p>(4) Read Shell "Bargaining for Advantage", pages 3 - 21 posted to Canvas.</p>
<p><u>Module 4:</u></p> <p><i>Integrative Bargaining, Bargaining Power</i></p>	Human Ventures vs. GenCo	<p>(1) Bargaining Styles (15 mins)</p> <p>(2) Gender, Race, Culture Divide (20 mins)</p>	<p>Required:</p> <p>(1) Read and Prepare to Negotiate "DEC v. Riverside"; General and Confidential Instructions, emailed to you.</p>

<p><i>and Leverage; Introduction to Scoring Systems</i></p> <p><i>Wednesday, February 7th</i></p> <p><i>630 - 920p</i></p>		<p>(3) Integrative Bargaining (25 mins)</p> <p>(4) Scoring Systems (25 mins)</p> <p>(5) Class Break (15 mins)</p> <p>(6) Case Study - Genco v. Human Ventures (35 mins)</p> <p>(7) Class Deliberation (30 mins)</p> <p>(8) Up Next: Study & Assignments (5 mins)</p>	<p>(2) Complete Preparation Plan for "DEC v. Riverside". Submit PDF to Canvas.</p> <p>(3) Read Babcock "Women Don't Ask", Preface and Introduction</p> <p>(4) Submit Final Paper Topic & References for Approval</p> <p>Recommended:</p> <p>(5) Read Malholtra & Bazerman "Negotiation Genius" Chapters 7, 9 and 10.</p> <p>(6) Begin to apply integrative bargaining in your work and personal lives</p>
<p><u>Module 5:</u></p> <p><i>Framework for Negotiation; Information Exchange to Explicit Bargaining; Joint Gains and Logrolling</i></p> <p><i>Wednesday, February 14th</i></p> <p><i>630 - 920p</i></p>	DEC v. Riverside	<p>(1) Negotiation Process (30 mins)</p> <p>(2) Types of Negotiation (15 mins)</p> <p>(3) Explicit Bargaining (15 mins)</p> <p>(4) Class Break (15 mins)</p> <p>(5) Case Study - DEC v. Riverside (50 mins)</p> <p>(6) Class Deliberation (35 mins)</p> <p>(7) Up Next: Study & Assignments (5 mins)</p>	<p>Required:</p> <p>(1) Read and Prepare to Negotiate "WGA v. AMPTP"; General and Confidential Instructions Emailed to you.</p> <p>(2) Read Malhotra and Bazerman "Negotiation Genius", Chapters 11 and 12</p> <p>Recommended:</p> <p>(3) Read Babcock "Women Don't Ask", Chapters 2 and 3</p>
<p><u>Module 6:</u></p> <p><i>Introduction to Collective Bargaining and Team-Based Bargaining</i></p>	WGA v. AMPTP (TBD)	<p>(1) Types of Team-Based Bargaining (20 mins)</p> <p>(2) Negotiate "WGA v. AMPTP" Part I (45 mins)</p> <p>(3) Class Break (15 mins)</p>	<p>Required:</p> <p>(1) Read and Prepare to Negotiate "Harborco"; General and Confidential Instructions Emailed to you.</p> <p>(2) Read Malhotra and Bazerman "Negotiation Genius", Chapters 13 and 14</p>

Wednesday, February 21st		(4) Negotiate "WGA v. AMPTP" Part II (50 mins) (5) Class Deliberation and Analysis (25 mins) (6) Up Next: Study & Assignments (5 mins)	(3) Work on your Negotiation in the News Final Paper
<u>Module 7:</u> <i>Long-Term Bargains; Getting to Agreement; Building Alliances and Coalitions</i> Wednesday, February 28th	Harborco	(1) (1) Course Evaluation (10 mins) (2) Negotiate "Harborco" (35 mins) (3) Post Negotiation Deliberation (60 mins) (4) Class Break (15 mins) (5) Defacto v. Explicit Coalitions and Alliances (6) Getting to Agreement/Commitment (7) Up Next: Study & Assignments (5 mins)	Required: (1) Work on your Negotiation in the News Final Paper (2) Complete the Bargaining Styles Self-Assessment II and Share your Score via Canvas

Preparation Plan Rubric

Features of the Negotiation 14 Gradable Items at 0.25 per Item = 3.5 pts Bullet point all Features included in Lecture 1	3.5 pts
Negotiation Parameters 7 Gradable Items at 0.5 Points per Item = 3.5 points 1. Interests	3.5 pts



2. BATNA 3. BATNA for Counterpart 4. Reservation Value / Package Reservation Value 5. Reservation Value/Package Value for Counterpart 6. Aspiration Value / Package Aspiration Value 7. Aspiration Value/ Package Value for Counterpart	
Strategy Section Outside strategies summarizing each phase of negotiation including Preparation, Information Exchange, Explicit Bargaining, Commitment.	3.5 pts
Strategy Section Step-by-Step strategies per phase, incorporating key concepts, ideas and concepts from readings, lectures, cases and deliberation. Cites specific examples of value claiming and value creation supported by rationale.	4.75 pts
General Requirements Assignment meets formatting expectations and guidelines, page limits and use of citations (footnotes or works cited).	0.75 points

Extra-Time Commitments

Negotiation is a discipline that requires practice outside of the classroom and beyond the theoretical realm. As such, students are asked to apply their new skills and techniques with friends, colleagues and in the workplace. Additionally, students are asked to be well prepared for in-class negotiations. As such, this occasionally requires an extra time commitment for some learners.

SASC Resources

SASC programs to support student learning include the following (program titles link to webpages):

- **Academic Coaching** (<https://www.cmu.edu/student-success/programs/coaching.html>) – This program provides holistic, one-on-one peer support and group workshops to help undergraduate and graduate students implement habits for success. Academic Coaching assists students with time management, productive learning and study habits, organization, stress management, and other skills. Request an initial consultation [here](#) 
(https://docs.google.com/forms/d/e/1FAIpQLSfMAnCWkyPdXRb0zOsMar7nzpUau8hqN_gIFm3OISY5QMW)
- **Peer Tutoring** (<https://www.cmu.edu/student-success/programs/tutoring.html>) – Peer Tutoring is offered in two formats for students seeking support related to their coursework. Drop-In tutoring targets our highest demand courses through regularly scheduled open tutoring sessions during the fall and spring semesters. Tutoring by appointment consists of ongoing individualized and small group sessions. You can utilize tutoring to discuss course related content, clarify and ask questions, and work through practice problems. Visit the [webpage](#) (<https://www.cmu.edu/student-success/programs/tutoring.html>) to see courses currently being supported by Peer Tutoring.
- **Communication Support** (<https://www.cmu.edu/student-success/programs/communication-support/index.html>) – Communication Support offers free one-on-one communication consulting as well as group workshops to support strong written, oral, and visual communication in texts including IMRaD and thesis-driven essays, data-driven reports, oral presentations, posters and visual design, advanced research, application materials, grant proposals, business and public policy documents, data visualization, and team projects. Appointments are available to undergraduate and graduate students from any discipline at CMU. Schedule an [appointment](#) (<https://www.cmu.edu/student-success/programs/communication-support/make-an-appointment.html>) (in-person or video), attend a [workshop](#) (<https://www.cmu.edu/student-success/calendar.html>), or consult [handouts or videos](#) (<https://www.cmu.edu/student-success/other-resources/index.html>) to strengthen communication skills.
- **Language and Cross-Cultural Support** (<https://www.cmu.edu/student-success/programs/language-support/index.html>) – This program supports students seeking help with language and cross-cultural skills for academic and professional success through individual and group sessions. Students can get assistance with writing academic emails, learning expectations and strategies for clear academic writing, pronunciation, grammar, fluency, and more. [Make an appointment](#) 
(https://docs.google.com/forms/d/e/1FAIpQLSfMAnCWkyPdXRb0zOsMar7nzpUau8hqN_gIFm3OISY5QMW) with a Language Development Specialist to get individualized coaching.

Supplemental Instruction (<https://www.cmu.edu/student-success/programs/supp-inst.html>) (SI) – This program offers a non-remedial approach to learning in historically difficult courses at CMU. It utilizes a peer-led group study approach to help students succeed and is facilitated by an SI leader, a CMU student who has successfully completed the course. SI offers a way to connect with other students studying the same course, a guaranteed weekly study time that reinforces learning and retention of information, as well as a place to learn and integrate study tools and exam techniques specific to a course. Visit the website to see courses with SI available [here](#) (<https://www.cmu.edu/student-success/programs/supp-inst.html>).

Student Well-Being

The last few years have been challenging. We are all under a lot of stress and uncertainty at this time. I encourage you to find ways to move regularly, eat well, and reach out to your support system or me (jcicccone@andrew.cmu.edu (<mailto:jcicccone@andrew.cmu.edu>)) if you need to. We can all benefit from support in times of stress, and this semester is no exception.






Diversity Statement






Please see our Course page for the Diversity Statement (see: Files > Teaching Statements)












Accommodations for Students with Disabilities


If you have a disability and have an accommodations letter from the Disability Resources office, I encourage you to discuss your accommodations and needs with me as early in the semester as possible. I will work with you to ensure that accommodations are provided as appropriate. If you suspect that you may have a disability and would benefit from accommodations but are not yet registered with the office of Disability Resources, I encourage you to contact them at access@andrew.cmu.edu (<mailto:access@andrew.cmu.edu>).

Course Summary:

Date	Details	Due
Wed Jan 19, 2022	 Negotiation: 94800-A3 https://canvas.cmu.edu/calendar?event_id=562908&include_contexts=course_39801	6:20pm to 9:20pm
Wed Jan 26, 2022	 Negotiation: 94800-A3 https://canvas.cmu.edu/calendar?event_id=562914&include_contexts=course_39801	6:20pm to 9:20pm
Wed Feb 2, 2022	 Negotiation: 94800-A3 https://canvas.cmu.edu/calendar?event_id=562911&include_contexts=course_39801	6:20pm to 9:20pm
Wed Feb 9, 2022	 Negotiation: 94800-A3 https://canvas.cmu.edu/calendar?event_id=562909&include_contexts=course_39801	6:20pm to 9:20pm
Wed Feb 16, 2022	 Negotiation: 94800-A3 https://canvas.cmu.edu/calendar?event_id=562909&include_contexts=course_39801	6:20pm to 9:20pm

Date	Details	Due
	event_id=562913&include_contexts=course_39801	
Wed Feb 23, 2022	 Negotiation: 94800-A3 https://canvas.cmu.edu/calendar?event_id=562915&include_contexts=course_39801	6:20pm to 9:20pm
Wed Mar 2, 2022	 Negotiation: 94800-A3 https://canvas.cmu.edu/calendar?event_id=562916&include_contexts=course_39801	6:20pm to 9:20pm
Mon Jun 27, 2022	 Negotiation https://canvas.cmu.edu/calendar?event_id=562912&include_contexts=course_39801	6pm to 9pm
Mon Oct 31, 2022	 Negotiation: Class II https://canvas.cmu.edu/calendar?event_id=562918&include_contexts=course_39801	6pm to 9:30pm
Mon Nov 7, 2022	 Negotiation: Class III https://canvas.cmu.edu/calendar?event_id=562907&include_contexts=course_39801	6pm to 9:30pm
Mon Nov 14, 2022	 Negotiation: Class IV https://canvas.cmu.edu/calendar?event_id=562919&include_contexts=course_39801	6pm to 9:30pm
Mon Nov 21, 2022	 Negotiation Class V https://canvas.cmu.edu/calendar?event_id=562917&include_contexts=course_39801	6pm to 9:45pm
Mon Nov 28, 2022	 Negotiation Class VI https://canvas.cmu.edu/calendar?event_id=562910&include_contexts=course_39801	6pm to 9:45pm
Mon Dec 5, 2022	 Negotiation: Harborco https://canvas.cmu.edu/calendar?event_id=562906&include_contexts=course_39801	6pm to 9:30pm
Mon Dec 4, 2023	 Negotiation: Harborco https://canvas.cmu.edu/calendar?event_id=562920&include_contexts=course_39801	6:30pm to 9:30pm
Wed Jan 17, 2024	 Negotiation https://canvas.cmu.edu/calendar?event_id=562920&include_contexts=course_39801	6:30pm to 9:30pm

Date	Details	Due
	event_id=562995&include_contexts=course_39801)	
	 Parker v. Gibson (https://canvas.cmu.edu/courses/39801/assignments/684630)	due by 9:20pm
Wed Jan 24, 2024	 Bargaining Styles Self-Assessment I (https://canvas.cmu.edu/courses/39801/assignments/684620)	due by 6:30pm
	 Bobby Rahal Motors (https://canvas.cmu.edu/courses/39801/assignments/684622)	due by 9:20pm
Wed Jan 31, 2024	 New Recruit: Preparation Plan I (https://canvas.cmu.edu/courses/39801/assignments/684629)	due by 6:30pm
	 New Recruit (https://canvas.cmu.edu/courses/39801/assignments/684628)	due by 9:20pm
Wed Feb 7, 2024	 Genco v. Human Ventures (https://canvas.cmu.edu/courses/39801/assignments/684626)	due by 9:20pm
Wed Feb 14, 2024	 DEC v. Riverside: Preparation Plan II (https://canvas.cmu.edu/courses/39801/assignments/684624)	due by 6:30pm
	 Final Paper Topic Selection & Approval (https://canvas.cmu.edu/courses/39801/assignments/684625)	due by 6:30pm
	 DEC v. Riverside (https://canvas.cmu.edu/courses/39801/assignments/684623)	due by 9:20pm
Wed Feb 21, 2024	 WGA v. AMPTP (https://canvas.cmu.edu/courses/39801/assignments/684631)	due by 9:20pm
Wed Feb 28, 2024	 Harborco (https://canvas.cmu.edu/courses/39801/assignments/684627)	due by 9:20pm
Mon Mar 4, 2024	 Analysis of Negotiation in the News: Final Paper (https://canvas.cmu.edu/courses/39801/assignments/684619)	due by 11:59pm

Date	Details	Due
	 Bargaining Styles Self-Assessment II (https://canvas.cmu.edu/courses/39801/assignments/684621)	due by 11:59pm