

Course Syllabus

Course Information

Course
Number/Section: HMGT 6324, MECO 6352, OB 6332, SYSM 6313 (-001)
Course Title: Negotiation and Dispute Resolution
Day / Time / Room: Wednesday, 4-6:45 JSOM 2.902
Term: Spring 2026

Professor's Contact Information

Professor:	Linda Swindling
Teaching Assistant:	Derrick George Thomas
Email Address:	Please email me through the course messages in eLearning with a copy to our TA Derrick Thomas. Please put Negotiation, day, class # & subject in emails. (ex. "Negotiation #6324 Wed - Assignment 1 Question")
Office Hours:	An hour before class and by appointment, email me using above guidelines. NOTE: If you mention a matter to me in class, please <i>follow up</i> with an email.

Course Description:

Negotiation and Dispute Resolution explores the theories, processes, and practical techniques of negotiation so that you can successfully negotiate and resolve disputes in a variety of situations including interpersonal and group settings. Emphasis is placed on understanding influence and conflict resolution strategies; identifying interests, issues, and positions of the parties involved; analyzing co-negotiators, their negotiation styles, and the negotiation situations; and managing the dynamics associated with most negotiations.

There isn't a single "right way" to negotiate; different situations may require different strategies and styles. The ability to negotiate well is a journey which can lead to success in both your business and professional relationships. This course is designed to enhance your awareness, skills, and ability to manage negotiations and resolve conflicts common to leaders in business environments.

Student Learning Objectives/Outcomes:

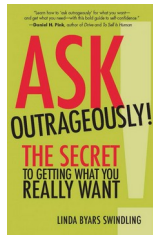
The course is designed to enhance your awareness, skills, and ability to manage negotiations and resolve conflicts common to leaders in business environments. By the end of this course, you should be able to:

1. Recognize and create more opportunities to improve results for yourself and other stakeholders by determining objectives, discovering interests, uncovering potential objections, and discovering underlying motivators.
2. Develop a broader understanding of the origin of established negotiation and conflict resolution principles as well as researched strategies, tactics, questions, and responses.
3. Demonstrate critical thinking, decision-making, and strategic communication skills to discover purpose, resolve issues, optimize options, and reach durable agreements.
4. Interpret individual behavior and motivators while strengthening relationships in negotiation, mediation, and leadership.

5. Examine the value you bring to the negotiation table and learn ways to increase that value by continually assessing your performance as well as the approach and results of your classmates.

Required Materials

Negotiation the Game Has Changed by Max H. Bazerman, 2025. Ask Outrageously: The Secret to Getting What You Really Want by Linda Swindling. Both books are available online, free of charge, in the UTD library.



IMPORTANT: Any changes will be communicated well in advance and be available online at no cost through the class eLearning site. In addition, assessments and videos used during the semester will be provided at no additional cost.

Course Mode:

This class is an in-person class with required attendance on all class meeting days. If the format of the class changes, you will be notified by the instructor.

Your on-time attendance is important for several reasons. Due to the schedule of this course, when you miss a day, you miss a week's worth of material. Each week the course material builds on the learning of the weeks prior. Also, this course is very experiential. Competency in negotiation and conflict resolution cannot be acquired simply by reading. Your participation, practice, and insights are crucial.

Course Components and Deliverables:

Participation in Lecture and Debrief Discussions

Lectures will concentrate on researched negotiation principles as well as a wide variety of established strategies and approaches. Lectures will provide a broad overview of the topic, supplemented by material pulled from your assigned readings, academic and/or practitioner publications and practice. Lectures are interactive and require you to prepare and to participate.

Debriefing Discussions

These classroom conversations encourage others to reveal their thinking, to state their reactions to the activity, analyze other strategies, and to determine the merits of different approaches. Engaging in these class-wide discussions gives you information not available in real life. Instead of guessing on your performance based on results achieved, you and your classmates learn how well you negotiated, what you might have missed, and even how to approach or interpret a scenario differently. Debriefing discussions provide a time to compare your results to real life situations and relevant academic work.

Your *meaningful* engagement in both lecture and debriefing discussions is critical to both your learning experience and that of your classmates. Contributing insightful, different, and relevant comments will positively impact your participation grade, as well as serve you well for your entire career. The course is not the appropriate forum for advancing personal agendas.

We respect everyone and maintain respect and positivity in discussions, especially with guest speakers. Practice assuming the best of intentions and be forgiving. If a classmate makes a mistake, do not badger. Let it go. When you have a different opinion or conflicting insight, please use that as an opportunity to practice how to *respectfully disagree without being disagreeable*. NOTE: If you are uncomfortable speaking in class, please let me know. We can develop a plan that helps you improve this vital skill.

Weekly Negotiations and Activities

A negotiation course offers a unique experience to explore your talents, skills, shortcomings, and strengths as a negotiator. You are given an opportunity to practice in a safe setting, to learn about yourself and how you respond in specific situations. When you miss a negotiation activity, your negotiation counterparts are denied a negotiation partner. Logistics and role assignments must be altered, which can significantly complicate the logistics of the class and/or hinder other students' course experience.

Gamifying Negotiation for Deeper Engagement

In this course, we use a **Race Car theme** to make learning negotiation more dynamic, interactive, and fun. You're not just a participant—you're a driver in your own growth journey. Using gamified elements, you'll stay motivated, see your progress clearly, and build essential skills through hands-on, collaborative experiences. More about this concept will be explained in class. However, below is a broad overview of the terms with more explanation that follows.

- You'll work within **pit crews**—your mastermind group of trusted advisors—providing support, accountability, and strategic insight throughout each module.
- Each week, a designated **pit boss** helps steer the group and keep everyone focused.
- Weekly entries reviewing your experience in and out of class are referred to as **Negotiation Traction Discussions**. Practice *and* recording your observations is key for your learning and tools to have “traction” and to gain momentum.
- There are three individual **Checkpoint Projects** where you will use your observations and experience to report your progress, challenges, and insights.
- Your **driver's manual** is comprised of your textbooks, as well as other readings and videos. Stay on top of your reading to help you understand dealmaking and negotiation philosophy.
- **Test drives:** Three open-book quizzes based on your readings and notes will be given.
- There will be weekly **laps around the track** or opportunities to practice inside and outside of class. These negotiation activities and simulations will earn you points and move you to the finish line.
- **Pit Crew Projects** – There are two group projects, one at mid-semester and one at the end.

Pit Crew: Your Mastermind of Trusted Advisors

The highest performing leaders understand the importance of connecting regularly with trusted advisors. Groups of trusted advisors or “masterminds” shorten their participants learning curve through sharing best practices and creative solutions. The purpose of these trusted advisors is to provide you with a supportive community for negotiation preparation and practice and to offer personal feedback, insights, accountability, and encouragement, especially when you are attempting something new.

During this course, you will be placed and participate in a **pit crew** or mastermind group where you can reflect on course activities, as well as focus on communicating and connecting powerfully. Your pit crew should serve as a safe space to bring your challenges and to have your “answers” respectfully questioned. Most former students state their pit crew is a highlight of this course. **If your mastermind is not supporting your best interests at any time, please contact me immediately.**

NOTE: Throughout the semester, your pit crew members and classmates will reflect on your participation and the value you brought to their negotiation experience. At mid-term and at the end of your course, you will be asked to formally evaluate the preparation, participation, and performance of your classmates, especially your Pit Crew members. Your responses regarding your classmates' efforts and their evaluations of yours are *heavily* relied upon in determining individual participation grades.

Pit Boss as Leader for the Week

This course concentrates on negotiation and dispute resolution for **leaders**. Each week, your pit crew will designate a pit boss to submit your work, evaluate effort, and provide support. Everyone in your group will serve as a pit boss at least twice. Please determine a backup pit boss if that week's leader cannot perform the tasks. This role requires more effort and offers additional points for your leadership.

Negotiation Traction Discussions

The best negotiators realize the value of objectively reflecting on their preparation, strategies employed, and outcomes. To improve your negotiation ability, you will make weekly entries to a discussion board to log your wins, strategies, momentum, and detours.

There will be prompts to help you document your activities during class and your experiences outside of class. You will refer to your submissions on three class assignments and the end of the year project.

NOTE: Staying current in Discussions is important. Your weekly Pit Boss will confirm your participation. Please complete your entries on the class eLearning site *before* the weekly deadline set by your Pit Boss.

Driver's Manual: Class Readings

Please read all assigned readings and complete any exercises to effectively and actively participate in class discussions. Every week you will have assigned readings from your textbook and/or other publications. These will be revealed in your class module for the week.

You remain responsible for checking eLearning regularly for announcements, assignments, and other information related to the course. Your Class eLearning Assignments are frequently updated to reflect announcements, class assignments including required reading, exercises, activities, specific negotiation discussion prompts, etc.

Test Drives: Open-Book Quizzes

There will be three online quizzes that cover assigned readings in the text and other assigned readings, as well as lecture notes, discussions, and in-class exercises. You will be tested on your knowledge of negotiation concepts and how these concepts are applied. The quizzes may include a mix of multiple-choice, true/false, and/or short answer questions. The quizzes will be open-book/open-notes and will not be cumulative. Quizzes should be taken *before midnight on the Monday before* that week's class.

Laps Around the Track: Your Class Simulations & Activities

Each class you will be exposed to a negotiation simulation and/or activity. These **laps around the track** build on each other. They are designed to help you think creatively, unlock confidence, refine tactics, and earn your place in the influence & negotiation winner's circle.

NOTE: Your grade in weekly negotiations and activities will be based on your preparation and participation. You will not be graded on your results or negotiated outcome.

Pit Crew Project 1: Battle of the Negotiation Approach with Presentation

There is no one “right” way to negotiate as shown by the multiple books and articles on the subject. Mid-semester you and your pit crew will create a brief “preview” presentation featuring portions of two movie clips showing different approaches which are related to the negotiation curriculum. (For inspiration, think of a preview of upcoming attractions for a movie or television show.) Your brief presentation will feature material points where the experts agree and disagree. The presentation will be supported by a poster, flyer, or brochure summarizing the highlights. In addition, your group will present points which are helpful in leadership settings. Ideas, a presentation format, and a rubric will be provided later in the semester.

Pit Crew Project 2: Using Negotiation to Add Value to Others with Group Presentation

Mid-Semester you and your group will pick a non-profit to add value through negotiation. These projects have been approved for 10 community service hours for undergraduate students. You may want to begin identifying a few non-profit organizations. Examples, a presentation format, and a rubric will be provided after completing Pit Crew Project 1. Pit Crew members will be evaluated individually and as a group.

NON-NEGOTIABLES

Comet Creed

This creed was voted on by the UT Dallas student body in 2014. It is a standard that Comets choose to live by and encourage others to do the same:

“As a Comet, I pledge honesty, integrity, and service in all that I do.”

The Comet Creed extends to our negotiation course especially regarding exercises, activities, and simulations. No spoilers: Please keep activities, preparation, information, and outcomes confidential and contained to our class. While bluffing or using a tactic is permitted, avoid lying and/or fabricating facts that materially change the power distribution in the activity. In addition, do not submit another’s work as your own. In addition to a negative grade, you miss the learning opportunity afforded you.

Your Success

If you prepare and participate, you should do well in this class. There is one extra credit research project worth 20 extra points offered by another UTD Negotiation professor. No other extra credit is scheduled.

Your success and well-being are important. If, at any time, you are struggling with the course for any reason, please set up a time to meet with me so that we can come up with a plan of action.

Absences

If you will not be attending class for any reason, please let your pit crew and pit boss know.

Excused absences include illness, family or personal emergencies, and religious holidays. When you choose not to attend when ill, you keep your classmates and professor from being sick. Your efforts are appreciated. With excused absences, you are required to inform the pit boss of the absence but not the actual reason. Simply share that you will not be attending that day due to an excused absence.

Extended Absences include a prolonged illness, a family matter, or an emergency that could extend your absence beyond a class or two. For extended absences, you will need to provide support of a doctor's note or other appropriate documentation. Please reach out to me with a copy to our TA and put the following in the subject line: Negotiation, day, class # & subject in emails. (ex. "Negotiation #6332 Wed - Excused Absence Further Explanation") We can discuss a plan that works to catch you up.

Maintenance Break Absences include job interviews, personal travel, internship activities, attending conferences, multiple projects, studying for other tests, and leaving early for school holidays. Although they are not considered excused absences, you have an obligation to inform your pit boss of your inability to attend class and/or complete a weekly assignment due to a "Maintenance Break." Your notification comes with the understanding you will not be awarded the full value of points for that week or assignment.

Make Up Assignments/Quizzes

In certain circumstances, and at the professor's discretion, make-up assignments/quizzes may be given in accordance with the rules and regulations of the University. Written proof of why the student could not take the quiz or complete the assignment, (i.e., doctor's note) will be needed.

Legal Advice

Faculty members may not provide legal advice or legal services to students. If you need legal advice or information regarding the law, Attorney services are free of charge, funded by student service fees and sponsored by Student Government. Email sg@utdallas.edu to schedule an appointment.

Accommodations

The University of Texas at Dallas is committed to providing reasonable accommodations for all persons with disabilities. The syllabus is available in alternate formats upon request. To receive academic accommodations for this class, please obtain the proper AccessAbility Resource Center letter of accommodation and meet with me at the beginning of the semester. Located in the Administration Building (AD), Suite 2.22, the phone number is 972-883-2098, email: accessability@utdallas.edu and website <https://accessability.utdallas.edu>.

Basic Needs

If you are facing any challenges related to food insecurity, housing insecurity/homelessness, mental health, access to technology, eldercare/childcare, or healthcare, you can find guidance, help and resources from [Resource Hub - Basic Needs Resource Center | The University of Texas at Dallas](#).

Technology & Online Resources:

All information related to this class should be posted on the course eLearning weekly. Please check your course eLearning site frequently for class information and to post your online assignments.

This includes:

1. Syllabus
1. Announcements
2. Modules-General Information and Weekly Course Overview and Content

3. Assignments and Exams

If you do not find the information you are seeking or have a question, please email me with Negotiation #your course in the subject line – Question. Then, list your specific request.

E-Mail Access

You need a personal UT Dallas e-mail account to complete assignments, to send and receive messages from your class members, TA, and instructor during this semester. Other email addresses are less reliable and often are not compatible with the Jindal School of Business or UT Dallas email servers.

If you experience any problems with your UTD account, you may send an email to: assist@utdallas.edu or call the UTD Computer Helpdesk at 972-883-2911.

Technology

Please do not use your electronic devices for personal use or to access the web unless you are instructed to do so. You will be asked to leave the class for the day and receive a negative grade if you are using your devices for personal use.

Studies have shown that taking notes by hand increases retention and performance. If you choose to use your laptop or tablet to take notes, consider using a program that allows a stylus and touch screen to take notes. (At a minimum, any noise made by typing your notes should not disrupt those around you.) If you have an emergency call, please take it outside the classroom.

Use of Artificial Intelligence (AI)

Each assignment reflects your negotiation and communication style, as well as your ethics. Work includes your discussion entries, checkpoint assignments, short answers on quizzes, your group projects, solutions to negotiation activities, and any graphics. Success in this course requires independent, critical thinking, and creativity. Please spell check your assignments before submitting.

While AI may be helpful to check spelling and grammar, reorder materials created by you, or search for additional resources, material *generated* by AI is often inaccurate, incomplete, biased, and otherwise problematic. Material you find through an AI search must be independently researched to ensure that the quote or idea is attributed to the proper party. Note: You may not submit any work generated by an AI program as your own or it will be considered plagiarism and negatively impact your grade.

Grading of Course Components and Deliverables

The grading and deliverables are centered around maximizing your learning and that of your classmates. The course is sequenced so that cumulative knowledge can be applied and practiced. The knowledge and skill set you develop during this semester will serve you in both your personal and professional life.

Your **final grade** will be determined based on the following components:

Activity	Percentage	Possible Points
Online Quizzes (3)	15%	150 points
Participation & Application (Laps around the Track)	18%	180 points

Activity	Percentage	Possible Points
SMART ASKS (9 pts per week) Discussion Entries (3 pts per week) Application - (3 pts a week) Max 15 pts per week for 12 weeks		
Pit Boss (Performs all duties - 25 points each time/Two times)	5%	50 points
Three Module Checkpoint Assignments	30%	300 points
Battle of the Negotiation Movie Group Presentation	10%	100 points
End of Course Project/Group Presentation	10%	100 points
Participation (based on Peer Review & evaluations) (Includes weekly activities/simulations/overall contribution)	12%	120 points
Total	100%	1,000 points

Grading is based strictly on mastery of the course material. No curve will be used. Letter grades will be assigned as follows:

Grade	Cutoff	Points needed
A	94%	940
A-	90%	900
B+	87%	870
B	84%	840
B-	80%	800
C+	77%	770
C	74%	740
C-	70%	700
D	65%	650
F	<65%	<650

For an official description of the grading scale consult the graduate catalogue on the UTD website.

Note: There is not an A+ in Graduate School.

Grade Questions

You are welcome to raise questions about potential data entry or calculation errors with me. If you do not understand the reason that you received a specific grade on any assignment, please let me know in the following way so that we can make an appointment to talk.

Please contact me by email no more than one week after the due date to discuss grading questions. Please put "Negotiation- Question Regarding Grading on Assignment/Quiz ____ (identify the assignment, exam, etc.) with your Class Number, Day & Time." A tone of inquiry (e.g. "help me understand...") is the most successful approach. While I am happy to listen to your viewpoint or perception of an assignment or exam question, please do not expect this to change your grade.

When requesting a re-grade of an assignment, the entire work will be re-graded, and if the initial evaluation was too generous, points will be deducted. Thus, your grade can go up or down on a re-grade. Your assignment may be given to another professor for input and regrading. All re-grading is final.

Academic Integrity

UTD students are expected to demonstrate a high level of responsibility and academic honesty. The value of an academic degree depends upon the absolute integrity of the work done by the student for that degree; it is imperative that a student maintain a high standard of individual honor in his or her scholastic work. This integrity extends to activities and simulations in class.

Any student who commits an act of scholastic dishonesty is subject to discipline. Scholastic dishonesty includes but is not limited to cheating, plagiarism, and collusion. Submitting anything for individual credit that in whole or part represents the input of other persons or sources not included in the assignment directions, is dishonest.

Academic collusion is when students discuss their responses on individual assignments before grades are reported or work together on an individual assignment. Any assignment handed in with just your name on it should represent your understanding of the material without input from any other person or source beyond those listed in the assignment.

Plagiarism is representing information or work that comes from any resource or document authored by someone else, from a paper you wrote for another class, from "study help" sites, from another person or from any other undocumented resource, as your own. Plagiarism is unacceptable and will be dealt with under the university's policy on plagiarism (**see general catalog for more details**). This course uses **turnitin.com** (90% effective) along with other UTD resources to detect plagiarism.

UTD Incomplete Grade Policy

As per university policy, incomplete grades will be granted only for work unavoidably missed/documented at the semester's end and only if 70% of the course work has been completed. An incomplete grade must be resolved within eight (8) weeks from the first day of the subsequent long semester. If the required work to complete the course and to remove the incomplete grade is not submitted by the specified deadline, the incomplete grade is changed automatically to a grade of F.

UT Dallas Syllabus Policies and Procedures

The information contained in the following link constitutes the University's policies and procedures segment of the course syllabus. [UT Dallas Syllabus Policies](#)

ASSIGNMENTS & ACADEMIC CALENDAR

WEEK/ DATES	TOPIC/LECTURE	READING (Due before class)	ASSESSMENT / ACTIVITY	DUE DATE (by Monday 11:59 pm, unless otherwise noted)
1 1/20-1/25	<ul style="list-style-type: none"> • Introduction • Syllabus • Expectations • Rules of the Road <p>*Expect to Stay the Entire Class Today *</p>	Syllabus Suggestions from Past Students	<ul style="list-style-type: none"> • Rules of the Road • First Impression Activity • Introductions/Video • “You are the Professor” Activity 	<ul style="list-style-type: none"> • Syllabus reviewed • LinkedIn download before Class 1 • Begin Module 1: Assessment & Individual Project
Module 1: AWARE				
2 1/26-2/1	<ul style="list-style-type: none"> • Opportunity & Situational Awareness • Intention • Negotiating for Self 	Ask Outrageously (AO) Intro, Ch 1 & 2 (Ch 6 optional)	<ul style="list-style-type: none"> • Career Center • “How Well Do You Negotiate?” • Pit Crew Selection • Intention • Dal-Worth Simulation 	<ul style="list-style-type: none"> • Pit Boss Entry • Pit Crew Roster Uploaded before Class 3 • Three SMART ASKS & Discussion due before Class 3 - Ask Pit Boss • Video Intro uploaded before Class 3
3 2/2-2/8	<ul style="list-style-type: none"> • Persuasion & Negotiation Skills • Strategy • Key Terms & Concepts • Blocks 	AO Ch 3, 4 & 7	<ul style="list-style-type: none"> • Value Activity • Assess Strengths • Positions vs. Interests • Module 1: AWARE Checkpoint Project 	<ul style="list-style-type: none"> • Pit Boss Entry • Resume & LinkedIn Update In • Three SMART ASKS & Discussion due <i>before</i> Class 4 - Ask Pit Boss • Module 1: AWARE: Checkpoint Completed due by midnight 2/9
4 2/9 - 2/15	<ul style="list-style-type: none"> • Preparation & Planning • Value • BATNA • Review for Quiz 1 	Bazerman Ch 2 & 4 (Ch 1 & 3 - optional)	<ul style="list-style-type: none"> • Fly on Wall • Negotiation Prep Simulation 	<ul style="list-style-type: none"> • Pit Boss Entry • Three SMART ASKS & Discussion due <i>before</i> Class 5 - Ask Pit Boss • Quiz 1 taken by 2/16
Quiz 1 will be available online from 2/13 - 2/16 (midnight). Open book & notes and worth 50 points.				
Module 2: SEEK				
5 2/16 -2/22	<ul style="list-style-type: none"> • Integrative & Complex Negotiations 	Bazerman Ch 5 AO Ch 12	<ul style="list-style-type: none"> • Positions vs. Interests • Strategies vs Tactics Activity • Discuss Project 1 	<ul style="list-style-type: none"> • Begin Module: 2 • Pit Boss Entry • Three SMART ASKS & Discussion due before Class 6 - Ask

WEEK/ DATES	TOPIC/LECTURE	READING (Due before class)	ASSESSMENT / ACTIVITY	DUE DATE (by Monday 11:59 pm, unless otherwise noted)
				Pit Boss <ul style="list-style-type: none"> • Send Informational Interview Requests to Conduct Interviews due before Class 6

6 2/23-3/1	<ul style="list-style-type: none"> • Understanding Others • Personality & Motivation • Adjust to DEAL Styles • Verbal & Non-Verbal Cues • Possible Guest Speaker 	AO Ch 8 & 10 (pages 153-161-stop at Communication Bias)	<ul style="list-style-type: none"> • Positions vs Interests Activity • Negotiating a Job Offer/Promotion Simulation • Discussion of Battle of Negotiation Movies 	<ul style="list-style-type: none"> • Pit Boss Entry • Three SMART ASKS & Discussion due before Class 7 - Ask Pit Boss • Interviews completed before Class 7
7 3/2-3/8	<ul style="list-style-type: none"> • Biases • Prepare for Battle of the Negotiation Movies Group Presentation • Review for Quiz 2 	<ul style="list-style-type: none"> • AO Ch 10 (Begin w/ Communication Biases pages 161-end) • Read Biases document 	<ul style="list-style-type: none"> • Biases Activity • Verbal/Non-Verbal Activity • Cross-Cultural Negotiation 	<ul style="list-style-type: none"> • Pit Boss Entry • Three SMART ASKS & Discussion due before Class 8 - Ask Pit Boss • Project 1: Movie poster ready before Class 8 • Quiz 2 taken by 3/9
Quiz 2 will be available online from 3/6 to midnight 3/9. Open book & notes and worth 50 points.				
8 3/9-3/15	Project 1: Battle of the Negotiation Movies Group Presentation (Worth 100 points)			<ul style="list-style-type: none"> • Pit Boss Entry • Three SMART ASKS & Discussion due before Class 9 - Ask Pit Boss
3/16-3/22	SPRING BREAK			
9 3/23-3/29	<ul style="list-style-type: none"> • Trust & Respect • Establish & Build Relationships • Positively Negotiate Contentious Situations 	Bazerman Ch 11 AO Ch 5 Positively Negotiate Drama To be Provided	<ul style="list-style-type: none"> • Team Diagnostic Activity • Employee Negotiation Activity • Spot Your Complainers Type Assessment 	<ul style="list-style-type: none"> • Begin Module 3: KNOW • Pit Boss Entry • Three SMART ASKS & Discussion due before Class 10 - Ask Pit Boss • Identify Non-Profit
10 3/30-4/5	<ul style="list-style-type: none"> • Power, Ethics & Reputation • Authority • Possible Guest Speaker on Negotiate Like a Lawyer 	Bazerman Ch 5 AO Ch 9	<ul style="list-style-type: none"> • Ethics Activity • 60 Second Cool Down • Negotiating a Job Offer/Promotion Simulation 	<ul style="list-style-type: none"> • Pit Boss Entry • Three SMART ASKS & Discussion due before Class 11 - Ask Pit Boss • Module 2: SEEK Checkpoint due day before Class 11
11 4/6-4/12	SPECIAL PROJECT - ORGANIZE, STRATEGIZE, PLANNING WORK WITH NON-PROFIT			
3 SMART ASKS & Discussion Due before Class 12 - Ask Pit Boss				
12 4/13-4/19	<ul style="list-style-type: none"> • Agreements • Creativity, Problem Solving & Learning in Negotiation • Possible Speaker 	Bazerman Ch10 & 12 A&O Ch 12	<ul style="list-style-type: none"> • Problem Solving Negotiation • Review for Exam 3 	<ul style="list-style-type: none"> • Three SMART ASKS & DISCUSSION due before Class 13 - Ask Pit Boss • Quiz 3 taken by 4/20
Quiz 3 will be available online from 4/17- 4/20 (midnight). Open book & notes and worth 50 points.				
Module 3: KNOW				
13 4/20-4/26	<ul style="list-style-type: none"> • Multiple Parties, Coalitions, and Teams • Third-Party 	Bazerman Ch 7 Read document on Third Party Intervention	<ul style="list-style-type: none"> • Complex Negotiation Simulation • Mediator 	<ul style="list-style-type: none"> • Pit Crew Submission XI due day before Class 13 • Three SMART ASKS

	Intervention		Simulation • Retake How Well Do You Negotiate Assessment	Due before Class 14 • Module 3: KNOW Checkpoint due Monday before Class 14
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14 4/27-5/3	<ul style="list-style-type: none"> • Negotiation in a Virtual World & into the Future • Discuss Pit Crew Group Project 2: Value Add Negotiation 	Bazerman Ch 8 & 14 AO Ch 11	<ul style="list-style-type: none"> • “Surprise” Activity • Negotiation Planning • Preparations for final Class project 	<ul style="list-style-type: none"> • Three SMART ASKS Due before Class 15 - ask Pit Boss
15 5/4-5/10	<ul style="list-style-type: none"> • Project 2: Present Value Add & Negotiating for Others Presentations (Worth 100 points) • Wrap Up • Final Evaluations • Celebration in the Winners’ Circle 			<ul style="list-style-type: none"> • Pit Crew Evaluation • Adding Value to Future Evaluation • Present Value Add & Negotiating for Others Presentation

Guest speakers will be added to the schedule based on their availability.

The descriptions and timelines contained in this syllabus are subject to change at the discretion of the Professor and with student notification.

Nothing contained in this course should be taken as legal advice.