George Mason University  
Graduate Course Approval/Inventory Form

Please complete this form and attach a copy of the syllabus for new courses. Forward it as an email attachment to the Secretary of the Graduate Council. A printed copy of the form with signatures should be brought to the Graduate Council Meeting. Complete the Coordinator Form on page 2, if changes in this course will affect other units.

Please indicate:  __X__ NEW  ___ MODIFY  ___ DELETE

Local Unit:  School of Management  
Graduate Council Approval Date:  

Course Abbreviation:  MBA  
Course Number:  726

Full Course Title: Negotiations

Abbreviated Course Title (24 characters max.): Negotiations

Credit hours: 3  
Program of Record: MBA

Repeatable for Credit?  ___ D=Yes, not within same term Up to hours  
___ T=Yes, within the same term Up to hours  
___ N=N=Cannot be repeated for credit

Activity Code (please indicate):  __X__ Lecture (LEC)  ___ Lab (LAB)  ___ Recitation (RCT)  
___ Studio (STU)  ___ Internship (INT)  ___ Independent Study (IND)  ___ Seminar (SEM)

Catalog Credit Format  3:3:0  
Course Level:  GF(500-600)  ___ GA(700+)  ___

Maximum Enrollment: 40  
For NEW courses, first term to be offered:  Spring 2006

Prerequisites or corequisites: Completion of MBA Core

Catalog Description (35 words or less)  Please use catalog format and attach a copy of the syllabus for new courses.:  
This course focuses on the theory, processes and practice of negotiation within and across organizations. It explores systematic ways to increase the quality of negotiated agreements including methods of preparation, rational assumptions, bidding and decision criteria.

For MODIFIED or DELETED courses as appropriate:
Last term offered:  
Previous Course Abbreviation:  
Previous number:

Description of modification:

APPROVAL SIGNATURES:
Submitted by:  Phillip G. Buchanan  
email:  buchanan@gmu.edu

Department/Program:  Phillip G. Buchanan  
Date:  June 23, 2005
College Committee: ________________ Sarah Nutter ________________ Date: __March 9, 5005__

Graduate Council Representative: ________________ Phillip G. Buchanan ________________ Date: __June 23, 2005__
GEORGE MASON UNIVERSITY
Course Coordination Form

Approval from other units:

Please list those units outside of your own who may be affected by this new, modified, or deleted course. Each of these units must approve this change prior to its being submitted to the Graduate Council for approval.

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Graduate Council approval: ________________________________ Date: __________
Graduate Council representative: __________________________ Date: __________
Provost Office representative: ____________________________ Date: __________
Course Description:
This course will focus on the theory, processes, and practice of negotiation within and across organizations, including attention to ethical issues. This course will also explore systematic ways to increase the quality of various types of negotiated agreements, including methods of preparation and use of rational assumption, bidding and decision criteria.

Learning Objectives:
• Understand the basic principles of effective bargaining and negotiation.
• Understand relevant theories associated with negotiation and decision making and learn how to put those theories into practice.
• Gaining the ability to diagnose individual motivations in negotiations and craft strategies to meet negotiation requirements.
• Understand the different negotiation structures, such as: Two party, Multiple-party, Negotiating with Agents, Mediation and Arbitration, Using Coalitions in Negotiation, and International/Cross-cultural Negotiation.
• Gaining relevant experience in these same negotiation structures.

Approach to Learning:
Course primarily uses a combination of exercises and debriefing sessions, class discussions, lecture, and relevant readings.

Course Website: (See individual instructor syllabi for specific section addresses)

Representative Text(s) and Required Materials:
• Get Paid What You’re Worth, Pinckley and Northcraft, (St. Martin’s Griffin, 2000).
• Sources of power in coalition building, Watkins & Rosegrant, Negotiation Journal, 1996.
Students may also read other articles that cover relevant topics in the field of negotiation, bargaining, and decision-making.

Methods of Student Evaluation:
Student achievement will be assessed through some combination of the following methods:
• Examinations
• Written papers on in-class and out-of-class negotiations
• Performance on in-class negotiations
• Class participation
The relative weights assigned to these activities vary by professor.

**Topics Covered:**
1. Integrative Bargaining
2. Distributive Bargaining
3. Power and Influence
4. Communication
5. Working in Groups and Teams
6. Negotiating with Agents
7. Mediation and Arbitration
8. Coalitions and Alliances in Negotiations
9. International/Cross-cultural Negotiation
10. Multiple-party Negotiation
Other topics may be added at the instructor’s discretion

**Honor Code:**
The faculty expects students to follow the University’s honor code as presented in the University’s publications.

**DRC Statement:**
If you are a student with a disability and you need academic accommodations, please see me and contact the Disability Resource Center (DRC) at 993-2474. All academic accommodations must be arranged through the DRC.