**CLASS INFORMATION**

Benedictine University Graduate Business Programs  
MBA 550 A – Business Negotiations  
Fall 2016  
October 5th – December 7th  
Wednesdays, 3:00 - 6:00 PM  
Classroom location: Refer to MyBenU

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<th>COURSE PREREQUISITES</th>
<th>None</th>
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| INSTRUCTOR INFORMATION | Ethan Zelizer  
Email: ethan@hrlawcounsel.com  
Office Hours by Appointment |

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<th>COURSE OBJECTIVES</th>
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| • Through participation in negotiation exercises, you will practice your powers of communication and persuasion and experiment with a variety of negotiation tactics and strategies.  
• Through analysis of case studies and discussion of readings on negotiation concepts and tactics, you will apply the lessons learned to ongoing, real-world negotiations.  
• The negotiation exercises draw from a wide variety of contexts and their aim is to provide concepts and tools that apply to all types of business negotiations, ranging from mergers to labor disputes to technology security problems. We hope that you will learn a great deal about yourself from repeated exposure to situations that involve a shifting mix of cooperation and competition as well as important ethical choices. As a result, your negotiating effectiveness should increase significantly. Overall, we hope that you will finish the course a more reflective, analytically savvy, and effective negotiator. |

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<th>CLASS OVERVIEW &amp; GRADING</th>
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| • This course introduces students to the theory and practice of negotiation. The ability to negotiate successfully rests on a combination of analytical and interpersonal skills.  
• Analysis is important because negotiators cannot develop promising strategies without a deep understanding of the context of the situation, the structure of the negotiation, the interests of the other parties, the opportunities and barriers to creating and claiming value on a sustainable basis, and the range of possible moves and countermoves both at and away from the bargaining table.  
• Interpersonal skills are important because negotiation is essentially a process of communication, relationship and trust-building and mutual persuasion.  
• We will develop a set of conceptual frameworks that should help you better analyze negotiations in general and prepare more effectively for future negotiations in which you may be involved.  
• Students are required to attend all class sessions in which negotiation exercises are scheduled, and be prepared to fully participate in the exercises and discussions.  
• There will be corresponding written assignments for the negotiations. We call these prep memos. Content and length of these papers are described in the syllabus.  
• Grades will be based on the following breakdown: (1) 60% - preparedness and participation in all class exercises and discussion; and (2) 40% - written assignments. There is no exam in this skills-based course. |

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<th>REQUIRED TEXT</th>
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| Title: Getting to Yes: Negotiating Agreement Without Giving In  
Author: Fisher, Ury & Patton  
Publisher: Penguin Group (USA)  
ISBN: 9780143118756 |
| Title: Getting Past No: Negotiating in Difficult Situations  
Author: Ury  
Publisher: Random House Publishing Group  
ISBN: 9780553371314 |
| Title: Beyond Winning: Negotiating to Create Value in Deals and Disputes  
Author: Mnookin, Tulumello, Peppet  
Publisher: Harvard University Press  
ISBN: 9780674012318 |
Students are expected to check the class Desire2Learn (D2L) site prior to the first night of class and on an ongoing basis.

Due to the Thanksgiving Holiday, there will be no class on Wednesday, November 23th. We will be doing the normal 10 weeks of work in 9 weeks.

**PRE-CLASS ASSIGNMENT**

Read Chapters 1-3 of *Getting to Yes: Negotiating Agreement Without Giving In*

**Brief Note about the Instructor**

Mr. Zelizer is a nationally-recognized attorney and human resources professional who counsels businesses and executives on strategic planning, employment law and civil rights litigation. He is the managing partner of HR Law Counsel, LLC. Mr. Zelizer also serves as General Counsel to several companies and organizations and as an adjunct instructor at Loyola Law School and Benedictine University.