

Commercial Negotiation Skills

- Class Level :
- Credit numbers: 2
- Course Number :
- Course Dates :
- Course Time:
- Classroom :
- Instructor : Philip Craigie
- Instructor's Office : G-515
- Office Hour :
- E-mail: philcraigie@cyut.edu.tw
- Extension : 7374
- Blog :

- **Course Objectives**

he students will have to study some commercial negotiation cases as the basic skills. The students will learn the business knowledge and commercial negotiation skills on real negotiation practice.

Syllabus :

Week	Date	Contents	Homework
1		Introduction, Expectations, Objectives, and other	
2		Claiming Value in Negotiation	
3		Creating Value in Negotiation	
4		Investigative Negotiation	
5		When Rationality Fails: Biases of the Mind	
6		When Rationality Fails: Biases of the Heart	
7		Negotiating Rationally in an Irrational World	
8		Midterm exam and/or project preparation	
9		Midterm exam and/or project	
10		Strategies of Influence	
11		Blind Spots in Negotiation	
12		Confronting Lies and Deception	
13		Recognizing and Resolving Ethical Dilemmas	
14		Negotiating from a Position of Weakness	
15		When Negotiations Get Ugly	
16		When NOT to Negotiate	
17		Final exam and/or project preparation	
18		Final exam and/or project	

- References:
- Grading
 1. Class attendance : 10%
 2. Class participation : 15%
 3. Online discussion : 10%
 4. Midterm exam and/or project : 25%
 5. Final exam and/or project : 30%
 6. Conscientious attitude : 10%