

Course Title	Negotiation Basics – Optimize Your Negotiation Style
Course Length	One-day workshop (7 contact hours)
Target Audience	Open to all: Negotiation is communication skill and course is designed such that its skills are applicable to all. Specifically Sales and Procurement people use it more often in their professional life
Prerequisites (if any)	None
Language of Instruction	English

Course Description	
<p>In this course students will focus on:</p> <ul style="list-style-type: none"> • A brief theory on negotiations • Case study of different negotiation tactics used • Negotiate with one counterpart on a specific role play • Negotiate with multiple people in a team setting environment 	

Course Learning Outcomes	
	By the end of this course, the students should be able to:
LO1:	Basic concepts and terminology of negotiations
LO2:	Learn different type of negotiation styles

LO3:	Get to know their own Negotiation Profile
LO4:	Learn different negotiation tactics
LO5:	Have negotiation toolkit (handout as given by Harvard University course)
LO6:	

Assessments/Graded Components

This is workshop style course and grading is based on class participation

Course Summary

Lecture	Module Name	Key Concepts/Topics Covered	Assessments
1	Intro	Intro, basics and language of negotiations	Class Participation.
2	Tactics	Cover major styles of negotiations	Class Participation.
3	Team Role Play	Learn how to Influence Others	Class Participation.
4	Peer Role Play	Negotiate a deal based on set of assumptions	Class Participation.
5	Know your Style	Individual exercise to determine your negotiation style and learn the Ideal Negotiation Style	Class Participation.

6	Conclusion	Final Concluding Notes	Class Participation.
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