

**Course Code: - BBCS005**

**Title of Course: - Negotiation Skills**

**Course credits: - (1 Credits)**

Objective

At the end of the course, the student will be develop the basic skills and techniques to be a successful negotiator

Contents

• **What is negotiation?**

**Negotiation V/s other social interactions**

**Aspects of negotiation research and practice (3Hours)**

**Preparing the negotiations**

**Goal-setting: identifying your goals, options and criteria of success**

**Identifying your "Best alternative to a negotiated agreement" and**

**"Zone of possible agreement"**

**Assessing the other side, red-teaming**

**Learning about catalysts and barriers of successful collaboration**

**Designing a negotiation plan**

**Creating a negotiation team**

**(5Hours)**

• **The negotiation stage**

**3 phases of actual negotiations: initial phase, exploratory phase and finalization**

**Rational and emotional elements of trust, cultural and psychological differences of trusting people**