

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