

UNIVERSITY OF PENNSYLVANIA  
THE WHARTON SCHOOL  
DEPARTMENT OF LEGAL STUDIES & BUSINESS ETHICS

PROFESSOR EDWARD J. BERGMAN

**NEGOTIATION AND DISPUTE RESOLUTION**  
**LGST 291-407 SYLLABUS**  
**2021 FALL TERM**

Class: Tuesdays 3:30 p.m. - 6:30 p.m.  
***Classroom TBD***

Office: Department of Legal Studies & Business Ethics,  
Huntsman Hall

Office Hours: Tuesdays 1:30pm - 3:30pm (By Appointment)

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**Required Reading:** Fisher, et al., Getting to Yes, revised ed.,  
Penguin (2011)

Shell, Bargaining for Advantage, 3d ed.,  
Penguin (2018)

Course Pack

## **OVERVIEW**

This course will be conducted in person, in three hour blocks from 3:30pm - 6:30pm Eastern Standard Time (EST) on Tuesdays commencing August 31, 2021.

Assigned Readings are listed under the entry in the Syllabus for each numbered class . They should be read prior to the next Class Session unless specified to the contrary . Readings contained in the Course Pack are available on CANVAS.

In addition, two books which are required readings have been set aside under this Course number and my name in the Penn Bookstore. (See titles on page 1 above.)

Finally, under the entry for each numbered class is a section for Summaries due before the next class for each negotiation that has been completed and debriefed. (See additional information regarding content of Summaries on page 4 & 5, under Class Participation.)

### **TEACHING ASSISTANT - EMILY LIAO**

**[emliao@wharton.upenn.edu](mailto:emliao@wharton.upenn.edu)**

Emily will be responsible for attendance, negotiation pairings and written submissions. Any questions regarding those topics or any scheduling issues, should be presented to Emily via e-mail.

All short written assignments (i.e. Negotiation summaries) should be uploaded onto Canvas. Negotiation results are to be submitted in accordance with instructions you receive from [iDecisionGames.com](http://iDecisionGames.com).

*Your Mid-Term Examinations and Final Projects should be e-mailed to me with a copy to Emily.*

Emily's responsibilities are substantial. Please do not inundate her with questions that can be answered by reading the Syllabus thoroughly or checking with classmates.

*If you are experiencing significant health problems, whether physical or emotional, you should contact me directly by e-mail.*

## **ABSENCES**

You are expected to participate in all Class Sessions at the time they are initially presented and to submit all required assignments at the scheduled times. Absences should only occur in the event of illness or emergencies.

If you are going to be absent it is imperative that you advise Emily as soon as possible. Absences may impact your assigned negotiation pairing and/or other student pairings that will require changes. After an absence, you will view the Class Session recording and complete all assignments for before and after that session. Missing all or part, of more than 2 Class Sessions, will result in a full grade reduction.

## **COURSE PACK READINGS and VIDEO CLIPS**

The Course Pack contains many of the substantive readings (mandatory and optional) for the course and may be viewed through [study.Net](#) within the Canvas site. You can click on the [study.Net](#) tab on the course navigation menu to see and/or download the full list of materials.

Videos that are shared on YouTube are directly linked on the Canvas site.

For book chapters, articles and videos that are not in [study.Net](#) or public access, the materials will be added to the "Course Materials @ Penn Libraries" link on the course navigation menu.

## **NEGOTIATION GAMES**

All Negotiation Games and Result Sheets will be distributed through [iDecisionGame.com](#). A \$15 charge will be added to your Bursars bill for use of [iDecisionGames.com](#) along with a charge for the use of games by the copyright holders.

## **GRADING AND COURSE REQUIREMENTS**

### 1. Class Participation (20%)

You are required to complete all readings and negotiations and to submit all required summaries, negotiation memos, results sheets, quizzes and other assignments in a timely manner. You are also encouraged to participate in Q & A sessions. While none of

these items are individually graded, this portion of your final grade is an assessment of your total performance in all of the above categories.

A Summary consists of a typed, double spaced , one and one half page commentary on the most important aspects of each negotiation for you personally. These are not play-by-play descriptions of the negotiation. They are reflections on your experience, e.g. what you and your partner did well or poorly what aspects posed problems for you, and how you reacted. No specific format is required.

2. Mid-Term Examination (30%)

At the end of Class 5 a Mid-Term Examination will be distributed, for completion before Class 7. This is an open book exam with two weeks allotted for completion. No extensions can be granted as an extension would provide unfair advantages to a student receiving one. Budget your time wisely to avoid unforeseen obstacles.

3. Initial Objectives and Actual Achievements (10%)

A Comparison of Your Initial Objectives in taking this course and Your Actual Achievements, or lack thereof.

At the beginning of Class 2 you will submit a brief description of your expectations and aspirations for this course (in 350 words or less). At the beginning of Class 14 you will submit a paper comparing your initial objectives with your actual accomplishments (or lack thereof) with specific references to what aspects of the course, both in terms of substance and the use of particular teaching materials, (e.g., negotiations, class discussions, interactions with classmates, readings, film clips, instructional videos) proved instrumental in enhancing your negotiation skills and expertise. Describe the ways in which things you have learned about yourself as a person and a negotiator (strengths and weaknesses) have changed or influenced your approach to negotiation in general, and to particular negotiation situations, (e.g. characteristics of the other parties, relationships, the stakes, the subject matter or the potential for mutual gain. This paper is not to exceed 1,250 words, inclusive of your initial submission.

4. Final Project (40%)

Teams of four students (in rare cases permission will be granted for five person teams) may write research papers on a complex, high-profile negotiation, or on a theoretical topic in negotiation. Such papers should be approximately 5,000 words long (exclusive of bibliography and/or exhibits), typed, double-spaced and on one side of the page.

Alternatively, your team may devise a multi-party negotiation game with role sheets and Teacher's Notes (incorporating specific applications of the negotiation literature to those negotiation concepts the game is designed to illuminate), and a section detailing the results of a number of runnings of the game. Negotiation game projects have no specific word requirements but authors are required to exercise judgment, consistent with the knowledge that a game is intended to be used as a teaching tool and must be practical and accessible. The Teacher's Notes are the core of such projects and should be sufficiently clear and comprehensive to provide a blueprint for teaching of the relevant topics. This blueprint should include significant discussion of readings applicable to analysis of the negotiation topics on which your game is focused, including assigned readings and those discovered in researching your project.

NOTE: READINGS, SUMMARIES & NEGOTIATION ASSIGNMENTS LISTED UNDER A CLASS NUMBER AND DATE ARE ASSIGNMENTS DUE FOR THE NEXT CLASS UNLESS SPECIFIED TO THE CONTRARY.

### **CLASS 1: August 31, 2021**

#### **Introduction to Negotiation / Course Overview**

**Before Class:** Students download and review Syllabus from CANVAS;  
Students download, sign and return Non-Disclosure Form via CANVAS

**In Class:** Class Welcome  
Introductions

#### **Introduction to Negotiation**

(2) Power Points                      Who Negotiates  
Child's Play

#### **Movie clip "Just Go With It,"**

directed by Dennis Dugan(2011)

(3) Power Points                      What do we negotiate  
Why do we negotiate  
Interdependence

#### **Movie clip "Defending Your Life,"**

directed by Albert Brooks (1991)

(1) Power Point                      Discussion of "Anxiety"

**Movie clip "Take the Money and Run,"**

directed by Woody Allen (1969)

(1) Power Points                      Discussion of "Communication"

**Movie clip "Wall Street,"**

directed by Oliver Stone (1987)

(2) Power Points                      Discussion of "Information"

**Movie clip "Be Cool,"**

directed by Gary Gray (2005)

(1) Power Point                      Discussion of "Perception"

**Movie clip "The Devil's Advocate,"**

directed by Taylor Hackford (1997)

(1) Power Point                      Discussion of "Preparation"

(3) Power Points                      Discussion of "Probing"

(1) Power Point                      Discussion of "Active Listening"

(1) Power Point                      Negotiation Fundamentals

**BREAK (10 minutes)**

**Review Syllabus**

1. Readings
2. Grading (Class Participation/ Mid-Term/ FinalProjects)
3. Summaries
4. Goals & Limits of Negotiation Studies
5. Role Buy-In
6. Negotiations / Not a Race
7. Outcomes not graded
8. "Best Negotiator You Can Be"

**Q&A re SYLLABUS**

**Power Point Question for Individual Written Responses:**

"I think a negotiation is successful if..."

**Negotiate "Used Car Negotiation"**



(3) Power Points	DB Objectives
(1) Power Point	How to Achieve Objectives
(1) Power Point	Managing Impressions

Movie clip "Intolerable Cruelty"

directed by Coen Brothers (2003)

Power Point Question for Individual Written Responses:

"I like to make the first offer in a negotiation because..."

Discussion of "Opening Offers"

Student examples of Parker v Gibson Openings

(4) Power Points	Opening Offers
(2) Power Points	Discussion of "Concessions"
(1) Power Point	Discussion of the "Information Exchange"
(1) Power Point	Discussion of "Rapport Building" (DeCallieres "Good Cheer")

Readings  
for Sept 14:

Shell, Chapter 12, "Ethics: Bargaining With The Devil Without Losing Your Soul;"  
Shell, Ch. 3, "The Third Foundation: Authoritative Standards and Norms" (optional);  
Malhotra & Bazerman, Negotiation Genius, Bantam Books (2007), Chapter 9 "Confronting Lies and Deception" pp. 196-218 (Course Pack);  
Lax & Sebenius, "Agents & Ratification," (Course Pack);  
Shell, "Should you Use an Agent," pp. 111-112  
Begin reading Fisher, Ury & Patton, Getting to Yes, for discussion in Class 4.

Negotiation  
Assignment  
for Sept 14:

Handout Book Contract and Knight Excalibur for negotiation in Class 3

Summary  
due on Sept 14:

Parker v Gibson



### CLASS 3: September 14, 2021

#### AGENCY; CONCERNING TRUTHFULNESS IN NEGOTIATIONS

**Before Class:** Handout Book Contract and Knight Excalibur roles for negotiation in Class 3;  
Handout Job Negotiation roles;  
Negotiate Book Contract (45 minutes)

**In Class:** Debrief Book Contract  
(3) Power Points                      Discussion of "Agency"

#### Power Point Question for Individual Written Responses:

"I am willing to lie or mislead if ...." or

"I am not willing to lie or mislead because...."

#### Negotiate Knight Excalibur (75 minutes)

(1) Power Point                      Discussion of differences from prior games

(8) Power Points                      Discussion of "Lying" from ethical, legal and practical standpoints; dealing with lies

#### Movie clip "Other People's Money,"

directed by Norman Jewison (1991)

(3:04 minutes)

#### Movie clip "The Middleman"

(3:29 minutes) Lying and Culture

#### Reconsider Power Point Question

#### YouTube Video by Dan Ariely

"The Truth About Dishonesty;"

(28:46 minutes) (If time permits)

Readings  
for Sept 21: Complete reading of Fisher, Ury & Patton, Getting to Yes,  
pp. 3-95;  
Shell, Ch. 4, "Relationships"  
Lewicki, "Strategy & Tactics of Integrative Negotiation"  
(Course Pack);  
Sheppard, "Negotiating in Long-Term Mutual Interdependent  
Relationships Among Relative Equals" (Course Pack);  
**(Optional)** Davis, "Mary Parker Follett" (Course Pack)

Negotiation  
Assignment  
for Sept 21: Negotiated Development in Redstone  
Group of 4 Angelas and 4 Hammonds to discuss strategies, by  
phone, Zoom or in person, prior to Negotiation in Class 4;  
Arrange for video recording of Job Negotiation.

Summaries  
due Sept 21: Book Contract  
Knight Excalibur

### CLASS 4: September 21, 2021

#### INTRODUCTION TO INTEGRATIVE BARGAINING / INTEREST-BASED NEGOTIATION/ GETTING TO YES/ RELATIONSHIPS

Before Class: Before this Negotiation, form groups of 3-4 Angelas and  
Hammonds;  
Handout Job Negotiation roles.;  
Handout Redstone roles;  
Group of 4 Angelas and 4 Hammonds discuss strategies  
by phone, Zoom or in person.

In Class: Negotiate Redstone (45 minutes)  
Debrief "Redstone"  
Discuss Results with highest potential scores

(1) Power Point      Redstone Analysis  
(2) Power Points     Issues-Positions-Interests

**YouTube video "The Importance of Why"**

May 28, 2016 (3:32 minutes)

- (1) Power Point      Scorable games
- (1) Power Point      Reasons for No Agreement
- (1) Power Point      Integrative Bargaining
- (2) Power Points     Integrative Potential
- (3) Power Points     Getting to Yes
- (1) Power Point      Creating and Claiming Value

**YouTube Video, "The Pursuit of Value,"**

October 11, 2010 (8:11 minutes)

**Power Point Question for Individual Written Responses:**

"Winning for me means...."

**Q & A**

- (1) Power Point      Mary Parker Follett
- (1) Power Point      Relationships

Readings  
for Sept 28:

Lax & Sebenius, "Interests: The Measure of Negotiation,"  
(Course Pack);  
Shell, Ch. 5, "The Fifth Foundation: The Other Party's Interests;"  
Lax & Sebenius, "Creating and Claiming Value"  
(Course Pack)

Negotiation  
Assignment  
for Sept 28:

Arrange and conduct Job Negotiation videos (see below)

Summary  
due on Sept 28:

Negotiated Development in Redstone

## ⌘ Negotiation Assignment:

Video record your Job Negotiation. Recordings should not exceed ½ hour and at the beginning of the recording, you must state your full names, the name of your professor and the course number. Be certain your framing contains both parties' full face and that the sound level is adequate. If you plan to use a group study room, you are responsible for reserving it online. The video recording must be completed before Class 5.

For instructions on recording your negotiation for online turn-in through Canvas, either directly by webcam or by uploading a separately-recorded video file, see the Canvas Student Guide: <http://guides.instructure.com/s/2204/m/4212/l/54356-how-do-i-add-media-to-my-assignment>

AFTER your video is uploaded to Canvas you must review your video recording with your partner and two other videos (can be viewed alone) and write a journal entry about what you observe about your own and others' styles. (See Class 5 Summaries)

### CLASS 5: September 28, 2021

#### ❖ CLASS BEGINS AT 4:30PM ❖

*1 Hour of Class Time Credited for Job Negotiation Video*

#### **"JOB NEGOTIATION," "INTERESTS & TRADEOFFS"**

**Before Class:** Record and submit Job Negotiation video by 3:00pm  
Sept. 26, 2020;  
Submit Job Negotiation Pair Result Sheets; (60 minutes)  
**(MT) Handout Mid-Term Examination (MT)**

**In Class:** View student Job Negotiation video  
Debrief Job Negotiation  
(2) Power Points Discussion of Issues and Interests in  
Job Negotiation  
(1) Power Point Types of Interests  
(1) Power Point Salary v Bonus  
(1) Power Point Packaging  
(1) Power Point Tradeoffs  
(1) Power Point Expanding the Pie

YouTube Video "Expanding the Pie"

July 3, 2017 (5:15 minutes)

(2) Power Point      Things to Ask For

(1) Power Point      Prioritization and Valuation of Interests

Breakouts with Job Negotiation Partners (20 minutes)

Discussion - Job Negotiation

"What Would I Do Differently Now?"

Submit individual written answers

Q & A

Readings  
for Oct 5:

Shell, Ch. 1, "The First Foundation: Your Bargaining Styles" and  
Ch. 7, Step 1 "Preparing Your Strategy;"

Gilkey & Greenalgh, "The Role of Personality in Successful  
Negotiating" (Course Pack);

Roberts & Palmer, Ch. 5, "Negotiations" pp. 133-142  
(Course Pack);

Negotiation  
Assignment  
for Oct 5:

Review Thomas-Kilmann Conflict Mode Instrument

Summary  
due on Oct 5:

Job Negotiation (View and compare your video with two  
others on CANVAS) 2-3 page summary

**CLASS 6: October 5, 2021**

**PERSONALITY, STRATEGY AND NEGOTIATION**

Before Class:

Review Thomas-Kilmann Conflict Mode Instrument

In Class:

**Discussion of Personality & Strategy**

(5) Power Points

Discussion of "Personality"

(5) Power Points

Discussion of "Thomas-Kilmann"

- (6) Power Points                      Discussion of "Shell Matrix" and  
"Best Strategies" Critical analysis of  
Thomas-Kilmann and Shell
- (4) Power Points                      Compatibility of Strategies and Styles

View "Aggressive v. Cooperative Bargaining Video (40 minutes)  
Discussion of Prof. Gerald Williams video

Power Point Question

BREAK-OUT SESSION in pairs:

How Do Our Negotiation Personalities Differ?  
Submit joint summary (40 minutes)

Class Discussion of Student Personality Differences

Readings  
for Oct 12:

Shell, Ch. 2, "The Second Foundation:Your Goals & Expectations"  
and Ch. 6, "The Sixth Foundation: Leverage;"  
Lewicki, "Finding and Using Negotiation Leverage" (Course Pack);  
"Monica Lewinsky, Career Woman" (Course Pack);

Negotiation  
Assignment  
for Oct 12:

Prepare an individual negotiation memo on Sally Soprano before  
Class 7 outlining your interests, the other's interests, potential  
trade-offs, options, BATNA's and resistance points

**CLASS 7: October 12, 2021**

**(MT) MID TERM EXAM DUE PRIOR TO CLASS 7 (MT)**

**MAXIMIZING THE TOTALITY OF INTERESTS;**  
**POWER AND LEVERAGE**

Before Class:

Submit Mid-Term Examination;  
Handout Sally Soprano for negotiation in Class 7;  
Submit individual negotiation memo outlining your interests, the  
other's interests, potential tradeoffs, BATNA's and resistance  
points. (90 minutes); **Negotiate Sally Soprano (75 minutes)**

In Class:

Debrief Sally Soprano

with discussion of Maximizing the Totality of Interests;  
Select Student Presentation of Results;  
Handout sample agreements and perks;  
Class result versus possible results

(2) Power Point      Discuss Maximizing the Totality of Interests

Watch movie clip "Gandhi"

directed by Richard Attenborough (1982)  
From 1:53:00 to 2:20:49 (37 minutes)

Debrief "Gandhi" movie clip;

Discuss Power and Leverage in Negotiation

(4) Power Points      Sources of Power

(4) Power Points      MLK

Watch Movie clip "Norma Rae"

directed by Martin Ritt (1979)

(2) Power Points      Discuss Leverage

Watch TV clip "30 Rock"

TV Prod Code 515 (2011)

(1) Power Point      Discuss Perception & Power

(1) Power Point      Discuss Power & Restraint

(2) Power Points      "Getting to Yes" and Power

(1) Power Point      Interest & Leverage

(2) Power Points      Relationships & Leverage

(2) Power Points      Real World Considerations

Readings  
for Oct 19:

Brandenburger & Nalebuff, "Co-Opetition" (Course Pack);  
Andrews, "Regarding Customers as Business Collaborators"  
(Course Pack)

Negotiation  
Assignment  
for Oct 19:

Prepare and evaluate interests and positions in Game Theory individually with *independent research* to support your analysis beyond the materials distributed and submit a negotiation memo before Class 8. (60 minutes); Negotiate Game Theory (60 minutes)

Summary  
due Oct 19:

Sally Soprano

**CLASS 8: October 19, 2021**

**CO-OPETITION/ MULTI-PARTY NEGOTIATION;**  
**PUBLIC POLICY NEGOTIATION**

Before Class:

Handout Game Theory Roles and Essay for Negotiation Class 8;  
Submit individual negotiation memo before Class 8 with  
*independent research* on the subject matter of the essay;

In Class:

Negotiate Game Theory

Draft and submit "White Paper." Place elements of Agreement on the Board. (90 minutes)

(4) Power Points      Debrief Game Theory

**BREAK**

**20 minute BREAKOUT session**

For two combined Game Theory group discussions of White Paper differences. Each group submits critical summary of differences in their memorialization of agreements.

**Q & A**

**Discuss utility of negotiation memos**

**Discuss "Co-opetition"**

(6) Power Points



**Readings  
for Oct 26:**

Bergman, "Wrangling to the Rhythm" (Course Pack);  
Gray, "Collaboration: The Constructive Management of  
Differences" (Course Pack);  
Lewicki, "Multi-Party Negotiation" (Course Pack)

**Negotiation  
Assignment  
for Oct 26:**

Read Towers Market role materials individually before Class 9;  
Discuss the issues with individual members of your negotiating  
group but not more than one person at a time;  
No discussions with members of other groups are permitted;

**Summary  
due Oct 26:**

Game Theory

**CLASS 9: October 26, 2020**

**MULTI-PARTY NEGOTIATION / COLLABORATION**

**Before Class:** Handout Towers Market; discuss issues with individual members of  
your negotiation group only.

**In Class:** Distribute Difficult Conversations Package  
Negotiate Towers Market and submit group result sheets  
(90 minutes)  
Debrief Towers Market;  
Student examples of group results and descriptions of their  
processes

(3) Power Points                      Discuss Multi-Party Negotiations

BREAK (10 minutes)

Video clip on "Multi-Party Negotiation" (tbd)

(1) Power Point                      Discuss Collaboration

Q & A

Readings  
for Nov 2: "Difficult Conversations" package

Negotiation  
Assignment  
for Nov 5: Review "Difficult Conversations" package individually and  
complete role-play in groups of three before Class 10 (90 minutes)

Summary  
due on Nov 5: Towers Market

### **CLASS 10: November 2, 2020**

#### **(FP) Final Project Topics and Teams Due (FP)**

#### **DIFFICULT CONVERSATIONS**

Before Class: Handout "Difficult Conversations" package; review package  
individually.

In Class: **Complete** role-play in groups of 3; Submit results;  
Observer provides Feedback shares with role players and  
submits Feedback sheet; Role-players review, react and share  
reactions with Observer and submit a reaction sheet. (60 minutes)

(7) Power Points      Discuss Difficult Conversations

Break (10 minutes)

Video, "Difficult Conversations with Fred Kofman"

Film Archer (8:59 minutes)

Individually draft a scenario you believe will require a difficult  
conversation. Explain.

Q & A

re Difficult Conversations

Discuss Final Projects & Teams

Reading  
for Nov 9: Menkel-Meadow, "Teaching About Gender and Negotiation  
(Course Pack);  
"Her Place at the Table" (Course Pack);  
C. Moore, "Variables that Influence Mediation Strategies  
& Activities" (Course Pack)  
Katie Shonk, Women Negotiators and Barriers to the  
Bargaining Table, 4/16/20 Conflict Resolution, Harvard PON  
Hernandez & Avery, "Getting the Short end of the Stick:  
Racial Bias in Salary Negotiations," Sloan Management  
Review, June 15, 2016

Negotiation  
Assignment  
for Nov 9: Handout Santara roles for negotiation in Class 11

Summary  
due on Nov 9: N/A

### **CLASS 11: November 9, 2021**

#### **GENDER AND RACE IN NEGOTIATION: EXPLICIT AND IMPLICIT BIAS; INTRODUCTION TO MEDIATION**

Before Class: Handout Santara roles for negotiation in Class 11

In Class: **Introduction to Mediation**  
**View YouTube Video, " What is Mediation?"**  
Nov 1, 2014 (3:20 minutes)  
**Negotiate Santara in groups of three and submit Result Sheets**  
(45 minutes)

**Debrief Santara with examples of student results**

(5) Power Points                      Discuss the Mediation Process

(3) Power Points                      Discuss Mediator Roles

View YouTube Video "Resolution Through Mediation Solving a Complex International Business Problem" (2016) (28:44 minutes)

Convene student panel for discussion of bias, gender and race in negotiation. (60 minutes)

(10) Power Points

Readings

for Nov 16:

Aaron, "Evaluation in Mediation," (Course Pack);  
Bergman and Bickerman, Court-Annexed Mediation: Perspectives on Selected State & Federal Programs, "Introduction"  
(Course Pack)

Negotiation  
Assignment

for Nov 16:

Prepare individual Telepro negotiation memo before Class 12.

Summary due  
on Nov 16:

Santara

**CLASS 12: November 16, 2021**

**MANAGER AS MEDIATOR;**  
**DISPUTE RESOLUTION PROCESSES**

Before Class:

Handout Telepro before Class 12;  
Submit individual negotiation memos

In Class:

Negotiate Telepro (90 minutes)

Debrief Telepro

Student examples of results and process issues

(7) Power Points      Discuss Manager as Mediator

(3) Power Points      Discuss Dispute Resolution  
Processes

Power Point Question: "As a Manager, I would address disputes or potential disputes primarily by ...." Explain.

### Class Discussion of Responses to Power Point Question

#### Readings

for Nov 30:

Gibson, "Mediator Attitudes Towards Outcomes: A Philosophical View," (Course Pack, *Optional*)

#### Negotiation Assignment

for Nov 30:

Handout Storyville Pulp & Paper roles for negotiation in Class 13;

#### Summary

due Nov 30:

Telepro

## CLASS 13: TUESDAY, November 30, 2021

### MEDIATION

Before Class:

Handout Storyville Pulp and Paper roles for negotiation in Class 13

In Class:

Negotiate Storyville Pulp & Paper; submit results (90 minutes);

Debrief Storyville Pulp & Paper with examples of student results; further perspectives on mediation - mediator's responsibility for outcomes; mediation styles

### Q & A

### Discussion of Final Projects in Progress

#### Readings

for Dec 7:

Robert J. Janosik, "Rethinking the Culture-Negotiation Link" (Course Pack);

Thompson, The Mind and Heart of the Negotiator, 4<sup>th</sup> ed., Prentice Hall, Ch. 12, "Negotiating via Information Technology" (Course Pack).

**Optional:** Thompson, Ch. 10, "Cross-Cultural Negotiations"

(Course Pack) for those interested in the subject and who may wish to design their final projects within this topic area.

Summary  
due Dec 7:

Storyville Pulp and Paper

**CLASS 14: December 7, 2021**

**CULTURAL PERSPECTIVES ON NEGOTIATION/ THE IMPACT OF  
INFORMATION TECHNOLOGY**

**Before Class:** Complete and submit paper comparing your initial objectives in taking this course with your actual achievement or lack thereof. (1250 words; include initial submission)

**In Class:** (5) Power Points                      Discuss Culture & Negotiation

**Movie clip "Story of Qiu Ju"**

China; directed by Zhang Yimou (1992)

(4) Power Points                      Discuss Cultural Stereotypes and Prototypes

**YouTube video "Cross Cultural Negotiations:  
Avoiding the Pitfalls"**

(April 2008) (14:38 minutes)

(2) Power Points                      Cross Cultural Negotiations

**Movie clip "Rising Sun", (1993) directed by Phillip Kaufman**

(4) Power Points                      Discuss Negotiation and  
Information Technology

**Course Wrap Up**

Perceptions of class members as negotiators.

**(FP) FINAL PAPERS DUE (FP)**  
**ON OR BEFORE DECEMBER 17, 2021 @ 3:00PM**  
**PLEASE SUBMIT BY E-MAIL TO: [ejb@bergmanandbarrett.com](mailto:ejb@bergmanandbarrett.com)**