

수업계획서

국제비즈니스협상 (International Negotiation & Contract)

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1. 교과목 개요

2. 수업운영방법 개요

- a) Understand the essential traits of successful negotiators
- b) Become familiar with the stages of the negotiation process
- c) Learn practical skills and tips through their own weekly negotiations
- d) Use all of this knowledge to conduct a mock group negotiation

3. 학습평가방법

There will be a midterm report, final exam, and a group project. Additionally, since a primary goal of this course is to improve communications skills, attendance and class participation are very important to your grade. Please refer to university policy on attendance.

Final Exam: 40%

Midterm Exam 20%

Class Participation: 20%

Negotiation and Contract Drafting Session: 20%

Exams will include a series of short answer problems, where students can demonstrate their knowledge of contracting and negotiation. The focus will be on application, not memorization, and long answers are not necessary or especially helpful. The midterm exam will be a less extensive version of the final exam, so students can become accustomed to the professor's examination style without a large amount of stress. Class participation is quite important for deeper learning. The professor will track student participation in the course. Since a goal of the course is to encourage students to share their ideas, substantial points can

be earned through class participation. The quantity and quality of participation will be considered.

We will also have frequent practical sessions where students will conduct mock negotiations, working to create and distribute value. All students should partake in these sessions.

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A group project will bring the idea of negotiation and international trade from theory into practice. Students will separate into teams and conduct negotiations through a mock case. Then, participants will create a contract to record the terms of the agreement which could be enforceable in a court of law. This practical assignment will be the culmination of the course and a semester of learning.

Cheating will be taken very seriously; this class has a zero tolerance policy for any form of cheating. Any student found to be cheating will receive an automatic ZERO on the assignment or test in question, and the matter will be referred to the Dean for further sanctions.

Cheating is defined as obtaining or attempting to obtain, or aiding another to obtain credit for work, or any improvement in evaluation of performance, by any dishonest or deceptive means. Cheating includes, but is not limited to: lying; copying from another's test or examination; discussion at any time of answers or questions on an examination or test, unless such discussion is specifically authorized by the instructor; taking or receiving copies of an exam without the permission of the instructor; using or displaying notes, "cheat sheets," or other information devices inappropriate to the prescribed test conditions; allowing someone

4. 교재 및 참고자료

구분	교재 제목(웹사이트)	저자	출판사	출판년도
주교재	Bargaining for advantage: negotiation strategies for reasonable people	Shell, G. R.	New York:Pengu in Books	2006

5. 수업진도계획

주별	교수내용	수업형태	비고
1	Introduction		
2	Chapter 1 – The First Foundation: Your Bargaining Style		
3	Chapter 2 – The Second Foundation: Your Goals and Expectations		
4	Chapter 3 – The Third Foundation: Authoritative Standards and Norms		
5	Chapter 4 – The Fourth Foundation: Relationships		
6	Chapter 5 – The Fifth Foundation: The Other Party's Interests		
7	Chapter 6 – The Sixth Foundation: Leverage		
8	Midterm Report		
9	Chapter 7 – Step 1: Preparing Your Strategy		
10	Chapter 8 – Step 2: Exchanging Information		
11	Chapter 9 – Step 3: Opening and Making Concessions		
12	Chapter 10 – Step 4: Closing and Gaining Commitment		
13	Chapter 11 – Bargaining with the Devil Without Losing Your Soul: Ethics in Negotiation		
14	Contract Basics		

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5. 수업 진도 계획

주별	교 수 내 용	수업형태	비 고
15	Group Project: Negotiation and Contract Drafting Session		
16	Final Exam		

6. 기타 참고사항