

**International Negotiation  
HDDR 6352**

**January Term (1141)  
October 21<sup>st</sup>, 2013 – January 11<sup>th</sup>, 2014  
Thursdays 6-10:15 pm  
Building 3, Room 122, SMU-Plano**

Instructor: Steve Denson  
Office: 121 H – MBA Suite  
Fincher Building, Cox School  
Email: [sdenson@mail.cox.smu.edu](mailto:sdenson@mail.cox.smu.edu)  
Phone: 214-768-3153

Office Hours: By Appointment

TA: Tanya Arora

Textbook: Handbook of Global and Multicultural Negotiation  
Christopher W. Moore and Peter J. Woodrow

**Course Description:**

This course will explore negotiation techniques and strategies when two or more cultures are involved in negotiation. We will discuss and utilize in class the techniques outlined in the readings, and apply these to case studies where students will negotiate first with each other, and then with external entities brought in to the classes. In today's world the ability to work across cultures and to be comfortable in doing so is vital to executive and corporate success.

**Learning Objectives:**

Completing this course should equip students with the ability to move comfortably between cultures and countries while conducting complex, multiparty negotiations.

**To Prepare for Class:**

Class assignments must be read or completed prior to the class. In addition, you must read the role/materials handed out during class prior to the next class. Failure to prepare for a negotiation will result in a reduction of your participation grade. It is very evident to me as well as your negotiation partners/opponents when you come unprepared.

Class time will be spent participating in negotiation simulations, evaluating the techniques and skills used in the simulations and discussing the validity of various strategies and alternative approaches to profitable negotiation. Occasionally, you will have to spend time outside of class completing a negotiation or working with a team to prepare for a negotiation.

**Extra Credit:**

You may earn extra credit by bringing real world examples of international negotiation to class for discussion.

**Final Exam:**

The final exam for this course will consist of

**Calendar of Assignments:**

Date	Class Topic	Reading Assignment
Oct 24	<b>Introduction and overview:</b> Assessment and Expectation of International Negotiation, the world of Geert Hofstede. Case method for the course and weekly team presentations on current international and intercultural negotiations.	
Oct 31	Be prepared to discuss techniques outlined in the first four chapters.  <b>Case One:</b> Alpha/Beta will be distributed and completed. <u>Summation and debrief:</u> What worked?	Ch. 1 - 4
Nov 7	Be prepared to discuss and utilize real world examples as we explore the terminology and patterns of communication.  <b>Case Two:</b> US/Mexico will be distributed and completed. <u>Summation and debrief:</u> How can companies flex between corporate offices in multiple cultures to sustain and maximize profitability? The Roman Example.	Ch. 5 - 8
Nov 14	<b>Case Three:</b> TBA <u>Summation and debrief:</u>	Ch. 9 - 11
Nov 21	<b>Case Four:</b> TBA – multi-party political negotiation and constituency management, press involvement and PR strategies will be discussed. <u>Summation and debrief:</u>	Ch. 12 - 13
Dec 5	Be prepared to discuss the utilization of third parties and theorize both the positive impacts and the additional problems and challenges to be anticipated in adding people/personalities to a negotiation. Mediation and Arbitration issues will be explored as well. <b>Case Five: From here, external negotiators will be brought in for case negotiation.</b> <u>Summation and debrief:</u>	Ch. 14 - 15
Dec 12	<b>Case Six:</b> <u>Summation and debrief:</u> TBA	
Dec 19	<b>Case Seven: TBA</b>	

	<u>Summation and debrief:</u>	
Jan 2	<b>Case Eight:</b> <u>Summation and debrief: TBA</u>	
Jan 9	<b>Case Nine:</b> <u>Summation and debrief: TBA</u>	

**Final Exam Time: TBA**

**Grading:**

The final grade will consist primarily (60%) on your in-class participation in negotiation exercises, subsequent discussion, and debriefing of cases. The remainder (40%) is based on your performance on quizzes, assigned written work, and homework as assigned. I reserve the right to raise or lower your final grade as much as two letter grades for excessive absences.

**Attendance/Participation:**

After Week 7, the course will concentrate more on in-class negotiations to practice the techniques discussed during lectures. Main discussion will occur during debrief, to discuss what worked, what didn't and what lessons may be learned. Dartmouth cases will continue to be used. Outside negotiators will be brought in to enhance the reality of the negotiation assignments.

**Attendance is recorded at every class. This class depends on your attendance and participation.** Because of the unusual amount of class discussion and the role-playing exercises, participation is essential. You are permitted two absences, at any time, for any reason, without your grade being impaired. After that, your grade will be impacted. No exceptions.

**Disability Accommodations:**

Students needing academic accommodations for a disability must first be registered with Disability Accommodations & Success Strategies (DASS) to verify the disability and to establish eligibility for accommodations. Students may call 214-768-1470 or visit <http://www.smu.edu/alec/dass.asp> to begin the process. Once registered, students should then schedule an appointment with the professor to make appropriate arrangements (See University Policy No. 2.4).

**Religious Observance:**

Religiously observant students wishing to be absent on holidays that require missing class should notify their professors in writing at the beginning of the semester, and should discuss with them, in advance, acceptable ways of making up any work missed because of the absence. (See University Policy No.1.9.)

**Excused Absences for University Extra-Curricular Activities:**

Students participating in an officially sanctioned, scheduled University extra-curricular activity should be given the opportunity to make up class assignments or other graded assignments missed as a result of their participation. It is the responsibility of the student to make arrangements with the instructor prior to any missed schedule examination or other missed assignment for making up the work. (University Undergraduate Catalogue)

**Honor Code:**

The faculty has the responsibility of encouraging and maintaining an atmosphere of academic honesty by being certain that students are aware of the value of it, that they understand the regulations defining it, and that they know the penalties for departing from it. The faculty should, as far as is reasonably possible, assist students in avoiding the temptation to violate the honor code.

Students must share the responsibility for creating and maintaining an atmosphere of academic honesty and integrity. Students should be aware that personal experience in completing assigned work is essential to learning. Permitting others to prepare for their work, using published or unpublished summaries as a substitute for studying required materials, or giving or receiving unauthorized assistance in the preparation of the work to be submitted are directly contrary to the honest process of learning. Students who are aware that others in a course are cheating or otherwise acting dishonestly have the responsibility to inform the professor and/or bring allegation to the Honor Council.

**If you are uncertain whether a behavior is a violation of the SMU Honor code, you have an obligation to contact your course professor for clarification.**

**Evaluation:**

The various course requirements will carry the following weight in assessing the final evaluation:

- 60% - Class participation and case debrief in discussion, especially participation in Harvard and Dartmouth case negotiations and subsequent debrief
- 25% - Written Assignments and Quizzes
- 15% - Final Exam

**Class Participation:**

Punctual and regular attendance; active participation in discussion and role-plays; significant commentary in debrief. **Attendance by itself DOES NOT constitute class participation.**

**Turn off all cell phones.**

Do not read newspapers, books for other classes, or other outside reading material during class. Professional respect and courtesy for your fellow students is imperative at all times. Do not engage in side-discussions during class, as this distracts your professor and fellow students. Walking into class late or leaving early is disruptive. If you have to leave early, make arrangements before class begins, and then, when you leave, do so quietly. Be aware that arriving late and leaving early can impact the portion of the grade assigned for class attendance and participation.