

30C02000 Negotiation Analytics, 6 cr

SYLLABUS 2019

Instructor's contact information

Name: Jyrki Wallenius

E-mail: jyrki.wallenius@aalto.fi

Office hours: after each class or by appointment

Aalto people/Instructor's Webpage:

https://people.aalto.fi/en/jyrki_wallenius

Course information

Status of the course: bachelor's

course, Information and Service

Management

Academic year 2018-2019, period V

Location: Kandikeskus, Otaniemi

Language of instruction: English

Teaching assistant: Aku-Ville Lehtimäki

1. OVERVIEW

This course provides a general approach to negotiations, drawing on examples from a variety of contexts. We incorporate ideas from a range of fields and disciplines: decision theory, economics, psychology. We discuss the fundamentals of negotiations, two-party win-lose negotiations, integrative win-win negotiations, the role of external parties, and multi-party negotiations. Sometimes we just have one negotiating issue, usually multiple issues.

2. PREREQUISITES

None

3. LEARNING OUTCOMES

This course is meant to develop your awareness of negotiations, and of yourself as a negotiator; provide you with some tools and concepts for analyzing, structuring, and preparing for negotiations; enhance your negotiating skills through cases, and feedback; and teach you how to keep learning from your own negotiation experience.

4. ASSESSMENT, GRADING, EXAM

Exam: 50%

Each of three Harvard cases: 16.67%

5. ASSIGNMENTS

Three Harvard cases

6. READINGS

PP-slides posted for each class

The text book by H.Raiffa (with J. Richardson and D. Metcalfe): Negotiation Analysis, Harvard University Press, Cambridge, Ma., 2002 or other edition

7. SCHEDULE

May 2	Fundamentals	Raiffa Part I except for Chapter 4
May 3	Game Theory and 7 Elements	Raiffa Chapter 4
May 7	Two-Party Win-Lose Negotiations	Raiffa Chapters 7-9
May 8	Two-Party Win-Win Negotiations	Raiffa Chapters 11-14
May 9	Multi-Party Negotiations: Coalitions and Voting	Raiffa Chapters 21, 23 & 24
May 10	Johanna Bragge Guest Lecture, What is Fair?	Raiffa Chapter 19
May 13	Guest Lecture	
May 14	Harvard Case I	
May 15	Harvard Case II	
May 17	Harvard Case III	