

MODULE SPECIFICATION PROFORMA

Module Title:	Influential Negotiating	Level:	7	Credit Value:	15
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Module code:	BUS7AW	Is this a new module?	Yes	Code of module being replaced:	n/a
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Cost Centre(s):	GAMP	JACS3 code:	N210
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With effect from:	September 18
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School:	Business	Module Leader:	Dr Jan Green
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Scheduled learning and teaching hours	24 hrs
Guided independent study	126 hrs
Placement	0 hrs
Module duration (total hours)	150 hrs

Programme(s) in which to be offered	Core	Option
Executive MBA	<input type="checkbox"/>	<input checked="" type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>

Pre-requisites
None

Office use only

Initial approval: April 17

APSC approval of modification: *Enter date of approval*

Version: 1

Have any derogations received LTQC approval?

Yes No N/A

Module Aims

To provide students with scenarios requiring the analysis of the sources and potential continuation of conflict situations within a business context.
To deliver theoretical content to support the acquisition of effective negotiation processes and skills to apply within business conflict or bargaining situations

Intended Learning Outcomes

Key skills for employability

- KS1 Written, oral and media communication skills
- KS2 Leadership, team working and networking skills
- KS3 Opportunity, creativity and problem solving skills
- KS4 Information technology skills and digital literacy
- KS5 Information management skills
- KS6 Research skills
- KS7 Intercultural and sustainability skills
- KS8 Career management skills
- KS9 Learning to learn (managing personal and professional development, self-management)
- KS10 Numeracy

At the end of this module, students will be able to

Key Skills

1	Effectively select from and utilise negotiating tools and techniques, dependent on the scope and scale of the conflict issue	KS1	
		KS3	
		KS5	
2	Prepare a detailed response to a complex business or management issue that requires a negotiation in order to resolve	KS1	KS5
		KS2	KS6
		KS3	
3	Utilise practical negotiation behaviours to establish rapport and demonstrate compromise to solve a conflict scenario	KS1	KS5
		KS2	

Transferable skills and other attributes

Derogations

None

Indicative Assessment:

The assessment encourages students to engage in a conflict situation requiring extensive discussion within a team environment to agree a negotiation technique and stance. Teams selected by the student cohort (10%) will subsequently conduct a meeting to present opposing views, requiring individual contributions (30%) and undertake a practical negotiation (group mark 30%) in order to resolve the issue with an outcome that is agreed by both parties. (group mark 20%) and an individual reflective statement (10%) undertaken in conjunction with independent study

Assessment number	Learning Outcomes to be met	Type of assessment	Weighting (%)	Duration (if exam)	Word count (or equivalent if appropriate)
1	1, 2, 3	Oral assessment / Coursework	100%	2 hours	500

Learning and Teaching Strategies:

Students will be expected to play a substantial role during the modular delivery as interaction with the lecture content in order to embed the skill acquisition is a central element of this topic. Relevant theoretical content will be delivered by a series of focused lectures to provide a foundation for debate and critical discussion in order to analyse and interpret the management of business conflict and subsequently conduct negotiations.

Formative exercises will be planned into the scheme of work to support the case study assignment when students will work in group situations to develop a negotiation plan and subsequently participate in the resolution of a strategic level business problem and gain practical experience of negotiation as a catalyst for reflection and self-development.

Syllabus outline:

Negotiation Fundamentals
 Win: win principles
 Negotiating planning and responding
 Rapport and credibility
 Collaboration and compromise
 Communicating and questioning
 Solving the problem

Bibliography:

Essential reading

Horton, S. (2016) *The Leader's Guide to Negotiation*, Pearson Education, Harlow.

Other indicative reading

Gates, S. (2015) *The Negotiation Book: Definitive Guide*, 2nd Edn., John Wiley, Chichester.

Jones, T.S. and Brinkert, R. (2008) *Conflict Coaching: Management Strategies and Skills for the Individual*, Sage Publications, London.

Nikolopoulos, A. (201) *Negotiating Strategically*, Palgrave, Basingstoke.

Thompson, I. I. (2009) *The mind and heart of the negotiator*, 4th. Edn., Pearson Education, Harlow

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