



## COURSE OUTLINE

A Great Place to Learn.

**PROGRAMME:** MBA/Msc- Edinburgh Business School  
**DURATION:** 5:30 pm to 8:30 pm  
**DAY(S):** Wednesdays  
**MODE:** Part-Time  
**COMPONENT:** Business Negotiation  
**LECTURER:** Hannah H Mohammed  
**CAMPUS:** Online

**Contract Hours:** 36  
**Actual Hours:** 36

Lecture Number	Lecture Day & Date	Time	Hrs	Cum Hrs	Lecture Topic (s)	No/ Type of Session	Important Concepts/ Ideas to know	Expected Reading	Other Matters	Questions	Items Due For Next Class
1	Wed 15-Jan-2025	5:30-8:30pm	3.0	3.0	What is Negotiation?	1 / Lt	Exam Structure, Decision making techniques, Description, Prescription and Prediction				Read Module 1
2	Wed 22-Jan-2025	5:30-8:30pm	3.0	6.0	Distributive Bargaining	1 / Lt/EP	Diagram of the Buyer/Seller Dilemma and Key Terms; Entry, Exit, Settlement Price, Approach to questions				Read Module 2
3	Wed 29-Jan-2025	5:30-8:30pm	3.0	9.0	Integrative Bargaining: Preparation	1 / Lt/EP	Negotek Preparation Planner, Interests, Issues, Positions, BATNA				Read Module 3
4	Wed 5-Feb-2025	5:30-8:30pm	3.0	12.0	Integrative Bargaining: Debate	1 / Lt/EP	Destructive and Constructive Debate				Read Module 4
5	Wed 12-Feb-2025	5:30-8:30pm	3.0	15.0	Integrative Bargaining: Propose	1 / Lt	Proposal Language, Condition, Offer, Effective Proposal Statement				Read Module 5
6	Wed 19-Feb-2025	5:30-8:30pm	3.0	18.0	Integrative Bargaining: Bargain	1 / EP	Effective Bargain Statement, Types of Bargains				Read Module 6
7	Wed 26-Feb-2025	5:30-8:30pm	3.0	21.0	Past Paper Questions	1 / EP	Revision of all topics				
8	Wed 5-Mar-2025	5:30-8:30pm	3.0	24.0	Styles of Negotiation	1 / Lt	Negotiators Dilemma, Prisoner's Dilemma, The Card Game, Red, Blue & Purple Style				Read Module 7
9	Wed 12-Mar-2025	5:30-8:30pm	3.0	27.0	Rational Bargaining 1	1 / Lt	Rationality & Irrationality,6 Decision Making biases, Principled Negotiation				Read Module 8
10	Wed 19-Mar-2025	5:30-8:30pm	3.0	30.0	Rational Bargaining 2	1 / Lt	Mediation, John Nash's Utility theory, Optimal Solution				Complete Module 8
11	Wed 26-Mar-2025	5:30-8:30pm	3.0	33.0	Streetwise Negotiation	1 / Lt	Power & categories of Ploys in Negotiation				Read Module 9
12	Wed 2-Apr-2025	5:30-8:30pm	3.0	36.0	Culture and Gender Biases in Negotiation and Final Review	1 / Lt/EP	Cultural Universalism and Cultural Relativism, Hofstede and Trompenaars research on culture, Gender pay gap, Gender biases				Read Module 10

**Key / Legend**

Lt = Lecture T=Tutorial Lb = Lab EP = Exam Prep

Lecturer Signature \_\_\_\_\_

Course Administrator Signature \_\_\_\_\_

Date Submitted \_\_\_\_\_

Date received \_\_\_\_\_

**Last Notes:** SBCS reserves the right to make changes to the information contained herein. Any changes effected to the information contained herein will be made known to all students concerned via class announcement. It is thus the responsibility of the student to attend all classes and to keep abreast of matters should they be absent from any class session. Students are advised and encouraged to contact their fellow classmates for updates where class sessions have been missed.  
**Date syllabus last modified:** Jan 3, 2012

Unit Manager Signature \_\_\_\_\_

Quality Assurance Manager Signature \_\_\_\_\_

Executive Director Signature \_\_\_\_\_

Date received \_\_\_\_\_

Date received \_\_\_\_\_

Date received \_\_\_\_\_