

Course Outline

Course number	RBC208				
Course title	Political Negotiation Strategies and Tactics				
Credit points	4.5 ECTS (3 LV CP)				
Total hours	45				
Lecture hours	19				
Seminar and other hours	26				
Course level	Bachelor				
Prerequisites	None				
Category	Mandatory	X	Restricted elective	Free elective	

COURSE RESPONSIBLE

<i>Name</i>	<i>Academic degree</i>	<i>Academic position</i>
Marika Laizāne-Jurkāne	Dr.sc.pol.	Visiting Docent

COURSE TEACHERS

<i>Name</i>	<i>Academic degree</i>	<i>Academic position</i>
Marika Laizāne-Jurkāne	Dr.sc.pol.	Visiting Docent

COURSE ABSTRACT

The aim of the course is to introduce students with the core theories, concepts and approaches to negotiation strategies and tactics. The study course is divided into two parts: theoretical approaches and concepts and simulations of the multilateral negotiations. The course will focus on theory and practice of the negotiations; students will be engaged in negotiation simulations, trainings, group discussions and creative tasks. Topics include basic negotiation strategies and tactics, argumentation, negotiation styles, cross-cultural negotiations, negotiating in teams. Students will also learn about the impact of power, perception, argumentation on negotiations. Students will acquire knowledge and skills of a systematic negotiation strategy and the ability to apply it across a wide range of transactions. The course is aimed at developing analytical and communication skills for negotiations in preparation, negotiating and post-negotiations phases.

LEARNING OUTCOMES

The course aims to expand knowledge and understanding of students in regard to negotiations. The course will enable students to develop skills to represent and defend their interests in the negotiations. The course aims to give students an understanding of basic concepts and structure of negotiation, communication strategies and negotiation behaviour. The course aims to give students experience in diagnosing, planning and preparing for negotiations and help students to develop an understanding of dynamics of negotiations and

increase awareness of the psychological components of negotiations. The course aims to develop critical thinking, writing and speaking skills of students. During the course, main focus will be put on the different levels of the negotiations' process, formation of the argumentation, impact of the persuasion. Combining theoretical and practical approach, students will have an overview and understanding about correlation of the negotiations' strategies, goals and tools. By the end of this course, students should be able to understand the core theories, concepts and approaches of the negotiation theories; explain the range of choices in regard to the negotiation strategies and tactics; diagnose a conflict situation in terms of the positions and underlying interests at stake; develop appropriate plans for different negotiation scenarios; apply an understanding of the role of principals, agents, constituents, third parties, and audiences in negotiations as well as apply verbal and written communications skills.

GRADING CRITERIA

Criteria	Weighting
Exam (multilateral negotiation)	40%
Simulations/Trainings	40%
Preparation for simulations	20%

COURSE PLAN – MAIN SUBJECTS

No.	Subject	Planned hours
1	Negotiation strategies: core concepts and approaches	14
2	Argumentation, persuasion, methods of argumentation	8
3	Impact of culture on negotiations	4
4	Integrative negotiations: actors, constituencies, audiences, styles, tools, tactics, teams	10
5	Distributive negotiations, crisis situations, styles, tools, tactics, teams	6
6	Negotiation strategies: communication skills, power, influence, timing	3