

Outline for a 10 Week Course in Culture and Negotiation (Students with a Prior Negotiation Course)

Week	Class	Topic	Reading	Activity Exercises on DRRC CD in italics	Other Material; Activities
1	1	Introduction to Course	Chapter One, <i>Negotiating Globally</i>		
	2	Culture and Negotiations	Chapter Two <i>Negotiating Globally</i>	Lecture	Film Clip: Japanese Story Assign students to a culture and to go to http://www.businesssoftouch.com/index2.html to determine their culture's norms for greeting. Open the class with everyone greeting each other according to their culture's norms. Or if a multicultural class have them use their own culture's norms.
2	3	Integrative Negotiations		<i>Cartoon</i> or <i>International Lodging Merger</i>	Student CD: Tips on Listening to Your Negotiation Audio Recording
	4	Integrative Negotiations	Chapters Three, Four <i>Negotiating Globally</i>	Debrief	Student CD: Planning Document
3	5	Negotiations and Culture		<i>Cobalt Systems</i>	Spreadsheet, DRRC CD
	6	Negotiations and Culture		Debrief	
4	7	Negotiations		<i>Mexico Venture</i> or <i>Alpha Beta</i>	Optional reading on Mexican

		and Culture		(outside of class) Debrief	culture in exercise file on DRRC CD
	8	Culture and Negotiation		Student CD: Chapter Two, 5 Tricks	
5	9	Conflict Management and Dispute Resolution	Chapter Five <i>Negotiating Globally</i>	<i>Summer Interns</i> or <i>MytiPet</i>	
	10	Conflict Management and Dispute Resolution		Debrief	Discuss <i>Negotiating Globally</i> Exhibits, Chapter 5 <i>Canada-China Computer Crisis Case</i> . A) 9-86-C012 also (B) 9-86-C013 and (C) 9-87-C016. Ivy Publishing, Ivy Management Services, c/o Richard Ivy School of Business. The University of Western Ontario, London, Ontario, Canada, N6A 3K7; phone: (519) 661-3208; fax (519) 661-3882; email cases@ivey.uwo.ca Student CD: Case 9.2 Newbridge and Chinese Negotiations Over Shenzhen Development Bank goes nicely with <i>MitiPet</i>
6	11	Third Parties	Chapter Six <i>Negotiating Globally</i> Student CD: Being Effective in Mediation When You Are the Disputant and	<i>Paradise Project</i> (outside of class) Debrief Video: <i>Mediation in Action</i>	Student CD: Case 5.1 Nichia Corporation Versus Shuji Nakamura <i>Prosando video</i> Mediation in Action (information to order on

			The Mediation Process		DRRC CD or website) http://www.kellogg.northwestern.edu/drrc/teaching_materials.htm
	12	Multiparty Negotiations	Chapter Seven <i>Negotiating Globally</i>	<i>Mouse</i> or <i>Healing</i>	
7	13	Multiparty Negotiations		Debrief Discussion of Effective Strategies for Multicultural Teams	Student CD: Chapter Seven Problems and Cultural Metacognition Questions Video: <i>Diversity at the Heart of Bull</i> . Intercultural Press, Inc., P.O. Box 700, Yarmouth, ME 04096
	14	Social Dilemmas	Chapter Eight <i>Negotiating Globally</i>	<i>SHARC</i>	
8	15	Social Dilemmas		Debrief	Student CD: Case 8.1 OPEC Negotiations
	16	Government at the Table	Chapter Nine <i>Negotiating Globally</i>	<i>Granite Corporation in Costa Rica</i>	
9	17	Government at the Table		Debrief	Video: <i>POWER: One River, Two Nations</i> . NFB video sales 1-800-267-7710. National Film Board of Canada, P.O. Box 6100, Station Centre-Ville, Montreal, Quebec H3C 3H5.
	18	Government at the Table		<i>Tipal Dam</i>	
10	19	Government at the Table		Debrief	Student CD: Case 9.1 Nokia and Motorola Versus Telsim

					and Case 9.3 The Checkered Negotiation History of the Dabhol Power Project
	20	Government at the Table Ethics Wrap Course	<i>Bargaining with the Devil without Losing Your Soul.</i> Chapter 11, G Richard Shell, <i>Bargaining for Advantage: Negotiating Strategies for Reasonable People, 2nd Edition.</i> New York: Penguin 2006 Chapter Nine <i>Negotiating Globally</i>	Google and the Government of China: A Case Study in Cross-Cultural Negotiations Kellogg 5-406-752 http://www.kellogg.northwestern.edu/cases/order.htm	
				Discussion Questions	