

Outline for a 10 Week Course in Culture and Negotiation (Students without 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>	<i>BioPharm-Seltek</i> or <i>Energetics Meets Generex</i> (outside of class)	
	2	Distributive Negotiations		Debrief	
2	3	Integrative Negotiations		<i>Les Florets</i> (outside of class) Debrief	Student CD: Planning Document and Personal Choices in Decision Making
	4	Culture and Negotiations	Chapter Two <i>Negotiating Globally</i>	Lecture	Student CD: Case 2.1 System Modification for Japan 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.
3	5	Integrative Negotiations		<i>Cartoon</i> or <i>International Lodging Merger</i>	Student CD: Tips on Listening to Your Negotiation

					Audio Recording
	6	Integrative Negotiations	Chapters Three, Four <i>Negotiating Globally</i>	Debrief	Student CD: Case 3.1 A Scandinavian Scare
4	7	Integrative Negotiations and Culture		<i>Cobalt Systems</i>	Spreadsheet, DRRC CD
	8	Integrative Negotiations and Culture		Debrief	
5	9	Culture and Negotiations		<i>Mexico Venture</i> (outside of class) Debrief	Optional reading on Mexican culture in exercise file on DRRC CD
	10			Exam	
6	11	Conflict Management and Dispute Resolution	Chapter Five <i>Negotiating Globally</i>	<i>Summer Interns</i> or <i>MytiPet</i>	Discuss <i>Negotiating Globally</i> Chapter 5 Exhibits
	12	Conflict Management and Dispute Resolution		Debrief	<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 5.1 Nichia Corporation Versus Shuji Nakamura and Case 9.2 Newbridge and

					Chinese Negotiations Over Shenzhen Development Bank goes nicely with <i>MitiPet</i>
7	13	Third Parties	Chapter Six <i>Negotiating Globally</i> Student CD: Being Effective in Mediation When You Are the Disputant and The Mediation Process	<i>Paradise Project</i> (outside of class) Debrief Video: <i>Mediation in Action</i> (information to order on DRRC CD or website) http://www.kellogg.northwestern.edu/dr rc/teaching_materials.htm	
	14	Multiparty Negotiations	Chapter Seven <i>Negotiating Globally</i>	<i>Mouse</i> or <i>Healing</i> (if <i>Healing</i> first meetings outside of class)	
8	15	Multiparty Negotiations		Debrief	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
	16	Social Dilemmas	Chapter Eight <i>Negotiating Globally</i>	<i>SHARC</i>	
9	17	Social Dilemmas		Debrief	Student CD: Case 8.1 OPEC Negotiations
	18	Government at the Table	Chapter Nine <i>Negotiating Globally</i>	<i>Granite Corporation in Costa Rica</i> or <i>Tipal Dam</i>	
10	19	Government at the Table		Debrief	Video for <i>Granite: 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,

