

Outline for a 15 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	Case 2.1 System Modification for Japan, Student CD 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	Chapters Three, Four <i>Negotiating Globally</i>	<i>Cartoon</i>	Student CD: Planning Document, Tips on Listening to Your Negotiation Audio Recording
	4			Debrief	Student CD: Planning Document, Personal Choices

					in Decision Making
3	5	Integrative Negotiations		Student CD: Case 3.1 A Scandinavian Scare	Student CD: Personal Choices in Decision Making
	6	Integrative Negotiations and Culture		<i>Cobalt Systems</i>	Spreadsheet, DRRC CD
4	7	Integrative Negotiations and Culture		Debrief	
	8	Culture and Negotiations		<i>Mexico Venture</i> (Outside of class) Debrief	Optional reading on Mexican culture in exercise file on DRRC CD
5	9	Culture and Negotiations		<i>International Lodging Merger</i>	Have students develop a brief on Brazilian culture like those available for Korea in <i>Cobalt</i> and Mexico in <i>Mexico Venture</i>
	10	Culture and Negotiations		Debrief	
6	11	Culture and Negotiations		5 Tricks <u>Chapter Two</u>	
	12	Conflict Management and Dispute Resolution	Chapter Five <i>Negotiating Globally</i>	<i>Summer Interns</i>	
7	13	Conflict Management and Dispute Resolution		Debrief	Discuss <i>Negotiating Globally</i> Chapter 5 Exhibits
	14			Canada-China Computer Crisis Case. A) 9-86-C012 also (B) 9-86-C013 and (C) 9-87-C016. Ivy	

				<p>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</p> <p>Or</p> <p>Case 5.1 Nichia Corporation Versus Shuji Nakamura</p> <p>Case 9.2 Newbridge and Chinese Negotiations Over Shenzhen Development Bank goes nicely with <i>MytiPet</i></p>	
8	15	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>	
	16	Third Parties		Debrief	
9	17	Conflict Management and Dispute Resolution		<p><i>Prosando</i> (exercise) (outside of class)</p> <p>Debrief</p> <p><i>Prosando video</i></p> <p><i>Mediation in Action</i> (information to order on DRRC CD or website) http://www.kellogg.northwestern.edu/drrc/teaching_materials.htm</p>	
	18	Multiparty	Chapter Seven	<i>Mouse</i>	

		Negotiations	<i>Negotiating Globally</i>		
10	19	Multiparty Negotiations		Debrief	
	20	Multiparty Negotiations		<i>Healing</i>	
11	21	Multiparty Negotiations		Debrief	
	22	Multicultural Teams		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
12	23	Social Dilemmas	Chapter Eight <i>Negotiating Globally</i>	<i>SHARC</i>	
	24	Social Dilemmas		Debrief	Student CD: Case 8.1 OPEC Negotiations
13	25	Government at the Table	Chapter Nine <i>Negotiating Globally</i>	<i>Granite Corporation in Costa Rica</i>	
	26	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.
14	28	Government		<i>Tipal Dam</i>	

		at the Table			
15	29	Government at the Table; Ethics	<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	Debrief	Case 9.1 Nokia and Motorola Versus Telsim Case 9.3 The checkered Negotiation History of the Dabhol Power Project
	30	Government at the Table; Ethics Wrap Course	Chapter Ten <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	