

**Outline for a 15 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>		
	2	Distributive Negotiations		<i>BioPharm-Seltek</i> or <i>Energetics Meets GenereX</i>	
2	3	Distributive Negotiations		Debrief	
	4	Integrative Negotiations		<i>Les Florets</i>	Planning Document, Student CD Personal Choices in Decision Making, Student CD
3	5	Integrative Negotiations		Debrief	Personal Choices in Decision Making, Student CD
	6	Culture and Negotiations		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.
4	7	Integrative Negotiations		<i>Cartoon</i> or <i>International Lodging Merger</i>	Student CD Tips on Listening to Your Negotiation Audio Recording
	8	Integrative Negotiations	Chapters Three, Four <i>Negotiating Globally</i>	Debrief	Case 3.1 A Scandinavian Scare, Student CD
5	9	Integrative Negotiations and Culture	Chapter Two <i>Negotiating Globally</i>	<i>Cobalt Systems</i>	Spreadsheet, DRRC CD
	109	Integrative Negotiations and Culture		Debrief	
6	11	Culture and Negotiations		<i>Mexico Venture</i> or <i>Alpha Beta</i>	Optional reading on Mexican culture in exercise file on DRRC CD
	12			Debrief	
7	13	Culture and Negotiation		5 Tricks <u>Chapter Two NGCD</u>	
	14	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
8	15	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 Case 5.1 Nichia Corporation

					Versus Shuji Nakamura Case 9.2 Newbridge and Chinese Negotiations Over Shenzhen Development Bank goes nicely with <i>MitiPet</i>
	16	Third Parties	Chapter Six <i>Negotiating Globally</i> Being Effective in Mediation When You Are the Disputant; The Mediation Process, Student CD	<i>Paradise</i> (outside of class) Debrief	
9	17	Conflict Management and Dispute Resolution		<i>Prosando</i> (exercise)	
	18	Conflict Management and Dispute Resolution		Debrief	<i>Prosando video</i> Mediation in Action (information to order on DRRC CD or website) http://www.kellogg.northwestern.edu/drrc/teaching_materials.htm
10	19	Multiparty Negotiations	Chapter Seven <i>Negotiating Globally</i>	<i>Mouse</i>	
	20	Multiparty Negotiations		Debrief	
11	21	Multiparty Negotiations		<i>Healing</i>	
	22	Multiparty Negotiations		Debrief	
12	23	Multicultural Teams		Discussion of Effective Strategies for Multicultural Teams	Student CD Chapter Seven, the Problems; Cultural Metacognition Questions Video: <i>Diversity at the Heart</i>

					of Bull. Intercultural Press, Inc., P.O. Box 700, Yarmouth, ME 04096
	24	Social Dilemmas	Chapter Eight <i>Negotiating Globally</i>	<i>SHARC</i>	
13	25	Social Dilemmas		Debrief	Case 8.1 OPEC Negotiations, Student CD
	26	Government at the Table	Chapter Nine <i>Negotiating Globally</i>	<i>Granite Corporation in Costa Rica</i>	
14	27	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.
	28	Government at the Table		<i>Tipal Dam</i>	
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	Google and the Government of China: A Case Study in Cross-Cultural Negotiations Kellogg 5-406-752 Case 9.1 Nokia and Motorola Versus Telsim Case 9.2 Newbridge and Chinese Negotiations Over Shenzhen Development Bank Case 9.3 The Checkered Negotiation History of the Dabhol Power Project
	30	Government at the Table Ethics	<i>Bargaining with the Devil without Losing Your Soul</i> Chapter 11 G Richard Shell, <i>Bargaining for</i>	Google and the Government of China: A Case Study in Cross-Cultural Negotiations Kellogg 5-406-752	

		<p><i>Advantage: Negotiating Strategies for Reasonable People, 2nd Edition.</i> New York: Penguin 2006</p> <p>Chapter Ten <i>Negotiating Globally</i></p>	<p>http://www.kellogg.northwestern.edu/cases/order.htm</p> <p>Discussion Questions</p>	
		Wrap Course		