

**Negotiations**  
**Dispute Resolution Research Center (DRRC)**  
**Sample Syllabus**

DISPUTE RESOLUTION RESEARCH CENTER (DRRC)

DRRC's central mission is to uphold its reputation as a nationally recognized center for research on conflict management, dispute resolution, and negotiation, as well as to be an internationally recognized provider of continuing education programs and teaching materials. Our collection of role-playing exercises promote learning through student engagement.

<https://www.kellogg.northwestern.edu/research/dispute-resolution-research-center.aspx>

COURSE INFORMATION

This sample syllabus provides direction on how to develop a negotiations course that is highly experiential. By building your course around a series of DRRC negotiation exercises, your students will have opportunities to practice negotiating in low-risk environments and to learn about themselves and their negotiation styles. The exercises listed below and their associated teaching notes can all be found at DRRCexercises.com.

**Course Schedule (15 weeks)**

	<b>Week</b>	<b>Topic</b>	<b>Potential Exercises (Choose One Per Week)</b>
<b>Basic Tools</b>	1	Distributive Negotiations <i>First Offer, BATNA, Reservation Price</i>	<ul style="list-style-type: none"> <li>- Biopharm/Seltek</li> <li>- Energetics Generex</li> <li>- OBS</li> </ul>
	2	Integrative Negotiations <i>Finding Hidden Potential</i>	<ul style="list-style-type: none"> <li>- D-Loyal</li> <li>- Havana Plants</li> <li>- Zephyr</li> <li>- Kukui Nuts</li> </ul>
	3	Simple Integrative Negotiations <i>Win-Win, Logrolling</i>	<ul style="list-style-type: none"> <li>- Strengthen-U Mud Run (2 issues)</li> </ul>
	4	Advanced Integrative Negotiations <i>Multiple Issues</i>	<ul style="list-style-type: none"> <li>- Buy out!</li> <li>- Deep Space</li> <li>- New Car</li> <li>- New Recruit</li> <li>- Rubbermind</li> </ul>
	5	Advanced Integrative Negotiations <i>Win-Win, Contingency Contracts</i>	<ul style="list-style-type: none"> <li>- California Family</li> <li>- Cartoon</li> <li>- Moms.com</li> </ul>
<b>Advanced Tools</b>	6	Agents and Deception <i>Ethics; Real Estate Agents</i>	<ul style="list-style-type: none"> <li>- Bullard Houses</li> <li>- The Bradshaw Foundation</li> </ul>
	7	Virtual Negotiations	<ul style="list-style-type: none"> <li>- Energetic-Generex, New Recruit (Simcase Collection)</li> <li>- Virtual Victorian (email format)</li> </ul>
	8	Dispute Resolution <i>Interest, Rights, and Power Model</i>	<ul style="list-style-type: none"> <li>- Viking</li> <li>- Atalanta (coming soon)</li> </ul>
	9	Mediation in Disputes <i>Mediation, Leadership</i>	<ul style="list-style-type: none"> <li>- Lovely Braids (<i>additional teaching points around diversity</i>)</li> <li>- Amanda</li> </ul>
	10	Social Dilemmas <i>Scarce Resources, Environmental</i>	<ul style="list-style-type: none"> <li>- SHARC</li> <li>- Hydroelectric Project in Québec (<i>case</i>)</li> </ul>
	11	Culture and Negotiations	<ul style="list-style-type: none"> <li>- International Lodging Merger</li> </ul>
<b>Capstone Multi-Party Negotiations</b>	12	Introduction to Multi-party Negotiation	<ul style="list-style-type: none"> <li>- Social Services</li> <li>- Commodity Purchase</li> </ul>
	13	Multi-party <i>Coalition Formation; Trust</i>	<ul style="list-style-type: none"> <li>- Fillmore Lawns (also Multi-round)</li> <li>- Harborco</li> <li>- Albion Basin</li> <li>- Federated Science Fund</li> <li>- Galbraith and Company</li> <li>- Motorworks (<i>ethics teaching points</i>)</li> </ul>
	14	Multi-party, Within-group dynamics <i>Teams, Power Dynamics, Trust</i>	<ul style="list-style-type: none"> <li>- Oceanwide</li> </ul>
	15	Multi-party, Multi-culture Negotiations <i>Culture, Complex Interactions</i>	<ul style="list-style-type: none"> <li>- Mouse</li> <li>- Omni-Channel</li> </ul>