

Course Title: **Negotiation for Influence, Inclusion and Impact**

Course Code: **MGMT837**

Descriptor Start Date: **17/07/2023**

Descriptor End Date: **03/05/2026**

POINTS: **10.00**

LEVEL: **8**

PREREQUISITE/S: **None**

COREQUISITE/S: **None**

RESTRICTION/S: **469914, MGMT841**

LEARNING HOURS

Hours may include lectures, tutorials, online forums, laboratories. Refer to your timetable and course information in Canvas for detailed information.

Total learning hours: 100

PRESCRIPTOR

An experiential, ethics-informed paper in advanced negotiation for complex contexts in Aotearoa New Zealand. Students build capability in value claiming and value creation through negotiation analytics, diagnostics, and coached simulations, strengthening sensemaking, communication, and conflict management. The course examines power and emotions, and how culture, gender, and intersectionality shape processes and outcomes to design fair, multi-party, and intercultural agreements

LEARNING OUTCOMES

1. Critically review theoretical frameworks for analysis of negotiations.
2. Experiment actively with culturally appropriate negotiation techniques.
3. Refine the tools and techniques of ethical interest-based negotiation.

Disclaimer: Course descriptors may be amended between teaching periods/semesters

CONTENT

Comparing distributive bargaining and interest-based negotiation;
Listening and Communication Skills;
Sensemaking, perception cognition and emotion;
Planning for negotiation;
Incorporating differing cultural perspectives;
Tikanga Korero, multi-party and intercultural negotiation;
Power, relationships and dealing with difficult behavior;
Negotiator ethics;
Effective Conflict Management.

LEARNING & TEACHING STRATEGIES

An appropriate range of strategies that may include lectures, workshops & online learning.

ASSESSMENT PLAN

Assessment Event	Weighting %	Learning Outcomes
Reflective journal (individual)	50.00	1, 2, 3
Evaluation of a Negotiation case study (individual)	50.00	1, 2, 3

Grade Map	MAP1
	A+ A A- Pass with Distinction
	B+ B B- Pass with Merit
	C+ C C- Pass
	D Fail

Overall requirement/s to pass the course:

LEARNING RESOURCES

Details of all learning resources (including journals, databases, websites etc) are available on Canvas. Required Text(s): If there is a required text, details are available by searching the University Bookshop's website: www.ubs.co.nz

For further information, contact: Te Ara Pakihi, Te Ohanga Me Te Ture - Faculty of Business, Economics and Law

Principal Programme:	AK3717, Master of Business Administration
Related Programme/s:	AK1019 PgDipBA, AK1020 PgCertBA

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