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MODULE DESCRIPTOR

Module Title

Negotiation

Reference	LLM226	Version	1
Created	April 2020	SCQF Level	SCQF 11
Approved	May 2020	SCQF Points	15
Amended		ECTS Points	7.5

Aims of Module

To enable students to understand the role and requirements of negotiation as a means of resolving disputes, including the principal theoretical and practical tools which are used in preparing for and concluding a negotiation. Students should also understand the different cultural and legal contexts in which negotiation takes place.

Learning Outcomes for Module

On completion of this module, students are expected to be able to:

- 1 Understand and evaluate the principles which underpin negotiation processes
- 2 Apply and evaluate those principles as they are required in the preparation for negotiation
- 3 Apply and evaluate those principles as they are required in the conduct and conclusion of negotiations
- 4 Understand and evaluate the legal and cultural context in which negotiations takes place and be able to apply that in practice

Indicative Module Content

This course teaches a the key models and principles of negotiation ? principled v positional; collaborative v adversarial and so on. It will look at the techniques which flow from the utilisation of those principles and put them in a practical context. It will also place negotiation in terms of its use in formal legal dispute resolution and explore the various different cultural factors which need to be taken account of, in negotiation.

Module Delivery

This course will be taught via online lecture notes, online tutorials, assigned reading, case studies and directed reading/research which may be supported by live interactive sessions

Indicative Student Workload

	Full Time	Part Time
Contact Hours	50	50
Non-Contact Hours	100	100
Placement/Work-Based Learning Experience [Notional] Hours	N/A	N/A
TOTAL	150	150
Actual Placement hours for professional, statutory or regulatory body		

ASSESSMENT PLAN

If a major/minor model is used and box is ticked, % weightings below are indicative only.

Component 1

Type:	Practical Exam	Weighting:	70%	Outcomes Assessed:	2, 3, 4
Description:	Negotiation exercise - applying knowledge and skills in a mock live setting				

Component 2

Type:	Coursework	Weighting:	30%	Outcomes Assessed:	1
Description:	Reflective essay reflecting on the Negotiation exercise and analysing the underlying principles				

MODULE PERFORMANCE DESCRIPTOR**Explanatory Text**

The Module is assessed by two components: C1 -Negotiation exercise - 70% weighting. C2 - Coursework - 30% weighting. Module Pass Mark = Grade D (40%)

Module Grade	Minimum Requirements to achieve Module Grade:
A	At least 70% on weighted aggregate and 35% in each component or more
B	At least 60% on weighted aggregate and 35% in each component or more
C	At least 50% on weighted aggregate and 35% in each component or more
D	At least 40% on weighted aggregate and 35% in each component or more
E	At least 35% on weighted aggregate and 35% in each component or more
F	34% or less on weighted aggregate
NS	Non-submission of work by published deadline or non-attendance for examination

Module Requirements

Prerequisites for Module	None.
Corequisites for module	None.
Precluded Modules	None.

INDICATIVE BIBLIOGRAPHY

- 1 BROWN, HENRY; SHIPMAN, SHIRLEY. Brown and Marriott's ADR Principles and Practice (Sweet and Maxwell, 2019).
- 2 CIALDINI, ROBERT. Influence: The Psychology of Persuasion. New York: Collins Business. (Revised and expanded edition, 2021).
- 3 FISHER, ROGER; URY, WILLIAM; PATTON, BRUCE. Getting to Yes: Negotiating an agreement without giving in (Business Books, 2012).
- 4 R. LEWICKI et al. Essentials of Negotiation. (7th ed., McGraw-Hill Education, 2020).
- 5 SHELL R. G. Bargaining for advantage (3rd ed., Penguin Books, 2019).
- 6 DINNAR, SAMUEL. Entrepreneurial Negotiation : Understanding and Managing the Relationships that Determine Your Entrepreneurial Success (2018)
- 7 FELS, ROY; SHEER, NOA. Effective Negotiation (4th ed., CUP, 2020).