

## MODULE DESCRIPTOR

### Module Title

Negotiation

|           |           |             |         |
|-----------|-----------|-------------|---------|
| Reference | LLM226    | Version     | 3       |
| Created   | July 2023 | SCQF Level  | SCQF 11 |
| Approved  | May 2020  | SCQF Points | 15      |
| Amended   | July 2023 | 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 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 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

Module Ref:

LLM226 v3

**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       |
| <i>Actual Placement hours for professional, statutory or regulatory body</i> |           |           |

**ASSESSMENT PLAN**

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

**Component 1**

|              |   |            |      |                    |            |
|--------------|---|------------|------|--------------------|------------|
| Type:        | Practical Exam  | Weighting: | 100% | Outcomes Assessed: | 1, 2, 3, 4 |
| Description: | Negotiation exercise - applying knowledge and skills in a mock live setting |            |      |                    |            |

**MODULE PERFORMANCE DESCRIPTOR****Explanatory Text**

Component 1 comprises 100% of the module grade. To pass the module, a D grade is required.

| Module Grade | Minimum Requirements to achieve Module Grade:                                  |
|--------------|--|
| <b>A</b>     | A  |
| <b>B</b>     | B  |
| <b>C</b>     | C  |
| <b>D</b>     | D  |
| <b>E</b>     | E  |
| <b>F</b>     | F  |
| <b>NS</b>    | 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).