ADVANCED NEGOTIATION & MEDIATION SKILLS FOR MANAGERS
P11.4208 - Spring, 2010
Prerequisite: P11.4201, or permission of the instructor

Instructor: Allen J. Zerkin, J.D.
Mailbox 91, Puck Building, 3rd floor
Office hours: Mondays 4:30-6:30pm, in adjunct office 3045 - appointments recommended
Phone: (212) 998-7494 Fax: (212) 995-4162 Email: allen.zerkin@nyu.edu

Class Location: Silver 721

Purpose of the course: To expand your negotiation skills and introduce you to the theory and practice of mediation.

Performance evaluation:

Participation in class discussion and exercises - 40%

A reflective journal essay sharing with me what you are learning about yourself as a negotiator - 30%. The essay can, for example, describe one or more life/work situations in which you have recently been involved and/or can be related to our course exercises and readings. (It is recommended that you keep a journal throughout the course, so that you have notes upon which you can draw when you do your essay.) Maximum three (3) pages (double-spaced, 1.25” margins, 10-point font), due at session 5 on April 21.

Remaining 30% - at your option, either (a) have your course grade in P11.4201 be your grade for this 30% (under this option, you do not need to do anything), or (b) a paper on a topic of your own choosing - maximum three (3) pages (double-spaced, 1.25” margins, 10-point font), due as an e-mail attachment on Friday, May 7. If you opt to do this paper, please let me know in advance.

Readings:

Book to purchase at the Professional Bookstore:
Raiffa, Lectures on Negotiation Analysis, PON Books; 1996

All other readings are available on Blackboard

Pre-course assignment:

Prepare to do Terminal Lighting case in class (the General Info and the role you are being assigned by email are available on Blackboard).

Write a brief memo (maximum one page) to me describing your learning objectives for the course: What capacities do you want to develop? What do you want to learn?
Session 1 - Wednesday, March 10:  (6:45-8:25)
Introduction to the Course
Advanced Negotiation Skills, part 1

Pre-course assignment – see previous page

Case: Terminal Lighting Problems – details to be provided via email

Readings:

Session 2 - Wednesday, March 24:  (6:45-8:25)
Advanced Negotiation Skills, part 2

Assignments:
- Negotiate DEC v. Riverside case outside of class
- MAPO team meetings (can be held anytime prior to the negotiation of the case between sessions 2 and 3)

Readings:

Session 3 - Wednesday, April 7:  (6:45-8:25)
Advanced Negotiation Skills, part 3

Assignment: Negotiate “MAPO” in teams outside of class

Reading: Raiffa, Lectures on Negotiation Analysis; Lecture 2, Parts Two to Five, pp. 49-91

Session 4 - Wednesday, April 14:  (6:45-8:25)
Advanced Negotiation Skills, part 4
Mediation, part 1

Readings:
**Session 5 - Wednesday, April 21: (6:45-8:25)**
Mediation, part 2

**Assignments:**
Reflective journal essay on course and life experiences and readings (maximum 3 pages, 10-point typeface, double-spaced, 1” margins) – see the course requirements on the first page of the syllabus.

Prepare Dance Innovation case materials – the general information and the role you will be assigned.

**Readings:**


Transformative Tools: A toolkit for transformative mediation (unpublished)

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**Session 6 – Wednesday, April 28: (6:45-8:25)**
Mediation, part 3

**Readings:**


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**Session 7 - Wednesday, May 5: (6:45-8:25)**
Mediation, part 4