

NCR

Negotiation & Conflict Resolution

COMMUNITY CLASS, GEORGETOWN UNIVERSITY

INSTRUCTOR
DAVID EMMANUEL GRAY, PH.D.
✉ DAVID.E.GRAY@GMAIL.COM

MEETING FALL 2019
SUNDAYS, 6:30PM–8:30PM

LOCATION
HUMANITARIUM 0A04



**DISCOVER YOUR
INNER NEGOTIATOR**

SYLLABUS

From the Instructor



I'm *extremely* passionate about negotiation and conflict resolution, and so I look forward to sharing a journey with you through this exciting topic. By the end of the course, I hope you have more practice in coming to terms with others when there is disagreement. This is, without a doubt, an essential life skill we could all improve.

For this course, my teaching philosophy is simple: You enter as a humble lump of coal, but with the careful application of heat and pressure, you can become a diamond. I will do my utmost to fuel your fire and passion during our meetings, and encourage you to successfully overcome the stress and pressures of this course. However, if ever you feel about to crack, let me know—I want everyone to come out of this shining bright!

Throughout the learning process, I embrace the fact that there is nothing embarrassing about making mistakes when doing something new. Indeed, this is perfectly normal. If anything, I highly encourage you do make at least one truly spectacular mistake in this course—that's precisely when you will likely learn the most!

So show up to class on time prepared to engage with your classmates. Take risks and experiment with different conflict resolution and negotiation styles during our in-class activities. Think about the ways in which you can apply course material to your own life. Keep an open mind and I promise you will leave the course with greater confidence to handle your negotiations and resolve conflict.

Otherwise, do not be shy and do not be a stranger. Always feel free to talk with me after class or via email with questions, concerns, or even for advice on an upcoming negotiation.

Sincerely,

David Gray
David Emmanuel Gray
Email: David.E.Gray@gmail.com

Class Schedule

wk	Date	Topic
1	10/27 (Sun)	Distributive Negotiation, Anchoring & First Offers
2	11/3 (Sun)	Integrative Negotiation: From Competition to Cooperation
3	11/10 (Sun)	Understanding Your Interests & Your BATNA
4	11/17 (Sun)	Difficult Tactics & Negotiation Aikido

Unless told otherwise, classes meet from 6:30PM until 8:30PM.

Suggested readings for you to explore will also be provided.

Course Description

In Negotiation & Conflict Resolution, you will learn the basics of negotiation, while developing strategies for more confidently approaching conflict resolution as an opportunity for mutual problem solving. Utilizing the latest research in negotiation and conflict resolution, this course will enable you to adopt more reflective and effective practices in both your professional and personal lives.

Negotiation simulations and exercises, carried out in small groups, will be conducted throughout this course to help you practice with others developing your powers of communication, persuasion, and conflict resolution.

Learning Goals

By the end of the course, you will better:

- Appreciate the many opportunities for productive negotiation and conflict resolution in your life.
- Understand the fundamental concepts for approaching negotiation.
- Differentiate the various methods of negotiation and conflict resolution.
- Employ basic strategies for successful negotiation and conflict resolution.
- Cultivate a more cooperative working environment for effective negotiation and conflict resolution.
- Recognize difficult negotiation tactics and manage hard bargainers.



Push yourself out of your comfort zone, try new things, and have some fun!