

# Syllabus Electiva II: Negociación de Conflictos Module A AE

Distance Learning Faculty (FAEDIS)

2020-2

## 1 Professor and meeting hours with students

- **Name**
  - Luis Francisco Gomez Lopez
- **Communication through the virtual classroom**
  - Every Friday between 19:30 hours and 20:30 hours:
    - \* *Primer Corte 30% > Virtual Meetings > Meeting hours with students*
  - Doubts and concerns of the topics of the course, please send me an email to **[luis.gomezl@unimilitar.edu.co](mailto:luis.gomezl@unimilitar.edu.co)**
  - Complaints regarding grades, please send an email to **[luis.gomezl@unimilitar.edu.co](mailto:luis.gomezl@unimilitar.edu.co)**
    - \* To make any complaints, you are asked to wait first for the grades to be published and to be made based on the the evaluation parameters

## 2 Presentation and objectives of the subject

### 2.1 Description

- Credits: 4
- Type: Theoretical-Practice
- Area of Knowledge: Professional
- Semester: 8
- Block: 2 (September 21 – November 21, 2020)

### 2.2 Justification

Conflicts are frequent situations in the management of organizations. Due to the above, business administrators require guidance to understand business relationships in order to persuade other parties under ethical standards through negotiation tactics that mitigate the negative effects of the conflict. To achieve this, it is necessary to develop in the future business administrator skills and abilities to lead groups and organizations using tools that allow him to communicate effectively and manage conflicts strategically between internal and external members of an organization.

In that sense, it is sought that the future business administrator consolidate the necessary skills to be a better negotiator and reach beneficial agreements for the parties involved in negotiation and conflict situations.

## 2.3 General objective

Develop in students, negotiation conflict skills in diverse scenarios through the review, analysis and application of negotiation methods and techniques.

## 3 Competencies

- Global competency:
  - Resolve conflict situations strategically and ethically in the organization and its environment to generate social, economic or environmental benefits.
- Specific competencies:
  - Lead the human talent solving conflicts in a strategic way to achieve the common objectives of the organization.
  - Recognize the importance of ethics in the negotiation of conflicts to generate long-term relationships with the stakeholders of the organization.
  - Plan negotiation strategies based on information from the environment to obtain collective benefits.
- Competencies SABE curriculum
  - Skills in handling a second language
  - Ability to work in teams
  - Dialogic and deliberative capabilities
  - Use of argumentative thinking

## 4 Schedule and contents

### 4.1 Reading schedule

Week	Material	Chapter/Round	Initial page	Final page	Number of pages
1	(Lewicki, Barry, and Saunders 2016)	1	1	27	27
2	(Lewicki, Barry, and Saunders 2016)	2	28	59	32
3	(Lewicki, Barry, and Saunders 2016)	3	60	88	29
3	(Program on Negotiation 2008)	I			
4	(Lewicki, Barry, and Saunders 2016)	4	89	113	25
5	(Lewicki, Barry, and Saunders 2016)	6	139	164	26
6	(Lewicki, Barry, and Saunders 2016)	7	165	181	17
6	(Program on Negotiation 2008)	II			
7	(Lewicki, Barry, and Saunders 2016)	8	182	202	21
8	(Lewicki, Barry, and Saunders 2016)	5	114	138	25
9	(Lewicki, Barry, and Saunders 2016)	12	273	282	10
9	(Program on Negotiation 2008)	III			

## 4.2 Detailed schedule of virtual meetings and activities

### 4.2.1 Primer corte 30%

- September 21
  - Start Block 2
- September 22
  - **Virtual meeting Presentation Syllabus**
    - \* **Meeting time:** 19:00 - 19:45 hours
    - \* **Prerequisites:**
      - Review the course program in advance, which can be downloaded by following the route *Primer corte 30% > Learning Resources > Support material > Presentations > 000\_syllabus\_conflict\_neg\_2020\_2*
      - Have a headset with a built-in microphone to isolate noise from the environment
- September 24
  - **Virtual meeting The Nature of Negotiation**
    - \* **Meeting time:** 19:00 - 19:45 hours
    - \* **Prerequisites:**
      - Read and review (Lewicki, Barry, and Saunders 2016, Chapter 1)
      - Have a headset with a built-in microphone to isolate noise from the environment
- September 28
  - **Questionnaire 1 Opening**
    - \* **Opening time:** 00:00 hours
    - \* **Prerequisites:**
      - Read and review (Lewicki, Barry, and Saunders 2016, Chapters 1 & 2)
- October 1
  - **Virtual meeting Strategy and Tactics of Distributive Bargaining**
    - \* **Meeting time:** 19:00 - 19:45 hours
    - \* **Prerequisites:**
      - Read and review (Lewicki, Barry, and Saunders 2016, Chapter 2)
      - Have a headset with a built-in microphone to isolate noise from the environment
- October 4
  - **Questionnaire 1 Closing**
    - \* **Closing time:** 22:00 hours
    - \* **Prerequisites:**
      - Have answered the Questionnaire 1 before 22:00 hours
- October 5
  - **Instructions Opening Midterm Exam Three Party Coalition Exercise Round 1**
    - \* **Opening time:** 00:00 hours
    - \* **Prerequisites:**
      - Read and review role play instructions (Program on Negotiation 2008)

- October 8
  - **Virtual meeting Strategy and Tactics of Integrative Negotiation and Three-Party Coalition Exercise Round 1**
    - \* **Meeting time:** 19:00 - 19:45 hours
    - \* **Prerequisites:**
      - Read and review role play instructions (Program on Negotiation 2008)
      - Read and review (Lewicki, Barry, and Saunders 2016, Chapter 3)
      - Have a headset with a built-in microphone to isolate noise from the environment
- October 10
  - **Midterm Exam Three Party Coalition Exercise Round 1**
    - \* **Opening time:** 07:00 hours
    - \* **Closing time:** 11:30 hours
    - \* **Prerequisites:**
      - Read and review role play instructions (Program on Negotiation 2008)
      - Read and review (Lewicki, Barry, and Saunders 2016, Chapter 3)
      - Have a headset with a built-in microphone to isolate noise from the environment

#### 4.2.2 Segundo corte 30%

- October 12
  - **Questionnaire 2 Opening**
    - \* **Opening time:** 00:00 hours
    - \* **Prerequisites:**
      - Read and review (Lewicki, Barry, and Saunders 2016, Chapters 4 & 6)
- October 15
  - **Virtual meeting Negotiation: Strategy and Planning**
    - \* **Meeting time:** 19:00 - 19:45 hours
    - \* **Prerequisites:**
      - Read and review (Lewicki, Barry, and Saunders 2016, Chapter 4)
      - Have a headset with a built-in microphone to isolate noise from the environment
- October 22
  - **Virtual meeting Perception, Cognition, and Emotion**
    - \* **Meeting time:** 19:00 - 19:45 hours
    - \* **Prerequisites:**
      - Read and review (Lewicki, Barry, and Saunders 2016, Chapter 6)
      - Have a headset with a built-in microphone to isolate noise from the environment
- October 25
  - **Questionnaire 2 Closing**
    - \* **Closing time:** 22:00 hours
    - \* **Prerequisites:**
      - Have answered the Questionnaire 2 before 22:00 hours
- October 26

- **Instructions Opening Midterm Exam Three Party Coalition Exercise Round 2**
  - \* **Opening time:** 00:00 hours
  - \* **Prerequisites:**
    - Read and review role play instructions (Program on Negotiation 2008)
- October 29
  - **Virtual meeting Communication and Three-Party Coalition Exercise Round 2**
    - \* **Meeting time:** 19:00 - 19:45 hours
    - \* **Prerequisites:**
      - Read and review role play instructions (Program on Negotiation 2008)
      - Read and review (Lewicki, Barry, and Saunders 2016, Chapter 7)
      - Have a headset with a built-in microphone to isolate noise from the environment
- October 31
  - **Midterm Exam Three Party Coalition Exercise Round 2**
    - \* **Opening time:** 07:00 hours
    - \* **Closing time:** 11:30 hours
    - \* **Prerequisites:**
      - Read and review role play instructions (Program on Negotiation 2008)
      - Read and review (Lewicki, Barry, and Saunders 2016, Chapter 7)
      - Have a headset with a built-in microphone to isolate noise from the environment

#### 4.2.3 Tercer corte 40%

- November 2
  - **Questionnaire 3 Opening**
    - \* **Opening time:** 00:00 hours
    - \* **Prerequisites:**
      - Read and review (Lewicki, Barry, and Saunders 2016, Chapters 8 & 5)
- November 5
  - **Virtual meeting Negotiation: Finding and Using Negotiation Power**
    - \* **Meeting time:** 19:00 - 19:45 hours
    - \* **Prerequisites:**
      - Read and review (Lewicki, Barry, and Saunders 2016, Chapter 8)
      - Have a headset with a built-in microphone to isolate noise from the environment
- November 12
  - **Virtual meeting Ethics in Negotiation**
    - \* **Meeting time:** 19:00 - 19:45 hours
    - \* **Prerequisites:**
      - Read and review (Lewicki, Barry, and Saunders 2016, Chapter 5)
      - Have a headset with a built-in microphone to isolate noise from the environment
- November 15
  - **Questionnaire 3 Closing**
    - \* **Closing time:** 22:00 hours

- \* **Prerequisites:**
    - Have answered the Questionnaire 2 before 22:00 hours
- November 16
  - **Instructions Opening Final Exam Three Party Coalition Exercise Modified**
    - \* **Opening time:** 00:00 hours
    - \* **Prerequisites:**
      - Read and review role play instructions (Program on Negotiation 2008)
- November 19
  - **Virtual meeting Best Practices in Negotiations and Three-Party Coalition Exercise Modified**
    - \* **Meeting time:** 19:00 - 19:45 hours
    - \* **Prerequisites:**
      - Read and review role play instructions (Program on Negotiation 2008)
      - Read and review (Lewicki, Barry, and Saunders 2016, Chapter 12)
      - Have a headset with a built-in microphone to isolate noise from the environment
- November 21
  - **Final Exam Three Party Coalition Exercise Modified**
    - \* **Opening time:** 07:00 hours
    - \* **Closing time:** 11:30 hours
    - \* **Prerequisites:**
      - Read and review role play instructions (Program on Negotiation 2008)
      - Read and review (Lewicki, Barry, and Saunders 2016, Chapter 12)
      - Have a headset with a built-in microphone to isolate noise from the environment

## 5 Qualifiable activities, weights and process in case of no presentation

### 5.1 Activities and weights

- **Primer corte:** 30%
  - **Questionnaire 1:** 10%
  - **Midterm Exam Three Party Coalition Exercise Round 1:** 20%
- **Segundo corte:** 30%
  - **Questionnaire 2:** 10%
  - **Midterm Exam Three Party Coalition Exercise Round 2:** 20%
- **Tercer corte:** 40%
  - **Questionnaire 3:** 10%
  - **Final Exam Three Party Coalition Exercise Modified:** 30 %

## 5.2 Process in case of no presentation

- Students who do not present a **Questionnaire** due to force majeure or illness, must send the respective excuse scanned to **luis.gomezl@unimilitar.edu.co**. If it is not sent, the note will be zero. Once the excuse has been satisfactorily received, the student should **not** present the activity and the corresponding grade will be equal to the immediately subsequent grade obtained in the **Midterm Exam 1** or **Midterm Exam 2** or **Final Exam** according to the case.
- Students who do not present a **Midterm Exam 1** or **Midterm Exam 2** or the **Final Exam**, must send an email to **admon.distancia@unimilitar.edu.co** two days before or two days after the closing date of these activities. However, this request can be made only once during the course. If it is not requested under these conditions, the grade will be zero.

## 6 Study material

- (Lewicki, Barry, and Saunders 2016, Chapters 1, 2, 3, 4, 6, 7, 8, 5 & 12)
  - You can find the book in the following **link**
- (Program on Negotiation 2008)

## 7 About plagiarism

- **Acuerdo 02 de 2015 (7 de Mayo): Artículo 68. Escala de Calificaciones Numeral f**

*“La comprobación de todo fraude o intento de fraude en cualquier tipo de prueba, acarreará al estudiante y a su(s) colaborador(es), una calificación de CERO PUNTO CERO (0.0) en la prueba respectiva. Como quiera que el fraude o intento de cometerlo es una falta grave, el docente debe informar de este hecho al Director del programa respectivo, quien enviará el informe a la Decanatura de la Facultad, con el fin de iniciar los trámites correspondientes para aplicar la sanción disciplinaria prevista en éste reglamento.”*

- **Acuerdo 05 de 2018 (6 de Junio): Artículo 20 que modifica el Artículo 107 Faltas Disciplinarias Numeral c. Número 6 del Acuerdo 02 de 2015 (7 de Mayo)**

*“Hacer plagio en cualquier tipo de documento o desplegar alguna conducta dolosa que viole el régimen de propiedad intelectual de la Universidad.”*

## Study material references

Lewicki, Roy J., Bruce Barry, and David M. Saunders. 2016. *Essentials of Negotiation*. Sixth Edition. Dubuque: McGraw-Hill Education.

Program on Negotiation. 2008. “Three Party Coalition Exercise - Game Theory and Negotiation Analytics Role-Play.” Edited by Harvard Law School.