

Dmitry Kulish

Negotiation Games

Your Name Dmitry Kulish

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Name of the ISP activity (course title) Negotiation Games

What will students learn and receive: purpose, subject, expected outcomes

Students will learn the broad range of people management, influence, and negotiation skills taught in the form of interactive class games. We will play canonical games, including, but not limited by: 1) Keynesian beauty contest, 2) positional bargaining, 3) ultimatum game, 4) oil game, 5) beer game, 6) group win-win (both inquisitive and casted), 7) blind win-win, 8) assymetric group bargaining. This course replicates and expands the world-famous Wharton Negotiation Boothcamp. Excitement is guaranteed, learning is hard to avoid. Please note that this course is light on homework, but hard on attendance. Your participation in the class activities is your core learning and it is also the core tool of your classmates learning. Even 1 hour of class absence is betrayal of both yourself and your classmates and will lead to fail grade. Please expect be in class 10am to 7pm for three days with reasonable breaks.

Who can participate (pre-requisites / background if any)

No prerequisites. DK ISP course "EQ Hardcore" is strongly recommended as prequel. Please note that this course is identical to the E&I course "Leadership for Innovators". You should not duplicate.

Workload: contact astronomical hours 27

Total Workload 27

Course Plan

Topic	Summary of Topic	Hours (contact + non-contact)	Readings and Home Assignments
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