

INTERNATIONAL NEGOTIATIONS: ANALYSIS, STRATEGY AND PRACTICE (MBA level)

Schulich School of Business

York University

Winter 2019

OVERVIEW

I. ESSENTIAL SKILLS FOR INTERNATIONAL NEGOTIATORS

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|-----|---|---------|
| (1) | International Business Negotiations: The Terrain | Jan. 8 |
| (2) | Making Sense of Negotiation Dynamics and Outcomes | Jan. 15 |
| (3) | Preparing to Negotiate | Jan. 22 |
| (4) | Negotiating within and between Teams | Jan. 29 |

II. COMPLEX ARENAS (1): INTERFIRM NEGOTIATIONS

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| (5) | Managing Negotiation Processes: Basic and Complex | Feb. 5 |
| ---- | Weekend Simulation 1: Nissan Motor's Search for a Partner | Feb. 8-9 |
| (6) | Simulation (Nissan) Debriefing | Feb. 12 |
| (7) | Feedback Meetings (1-on-1) with Prof. Weiss | Feb. 25ff |

III. MORE ESSENTIAL SKILLS

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| (8) | Communicating Effectively (as a Negotiator): Fine Points | Mar 5 |
| (9) | Problem-solving: Getting "Out of the Box" and Decision-Making/
Clinic for Negotiators: Problems and Solutions | Mar 12 |

IV. COMPLEX ARENAS (2): BUSINESS-GOVERNMENT NEGOTIATIONS

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| (10) | Multiparty and Multilateral Negotiations | Mar 19 |
| ---- | Weekend Simulation 2: Catalytic Software--Investing in India | Mar 22-23 |
| (11) | Simulation (Catalytic) Debriefing | Mar 26 |

V. SEND-OFF

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| (12) | Beyond Classmates: Negotiating with Guest Experts | Apr 2 |
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