



# Negotiation and Decision Making: Course Overview

27 June – 1 July 2011



## Instructors

- Dr. Connon Locke, Course coordinator  
– [c.c.locke@lse.ac.uk](mailto:c.c.locke@lse.ac.uk)
- Dr. Caneel Joyce
- Professor Paul Willman
- Mr. Alexander Dew

## Schedule

**Instructors:** Caneel Joyce (CJ), Connson Locke (CCL), Paul Willman (PW)

Timing	MON – Jun 27	TUE – Jun 28	WED – Jun 29	THU – Jun 30	FRI – July 1
<b>Morning</b> Start 9:15 Break 10:45	9:30 <b>Introductions</b>  Formal Models and Game Theory (PW)	9:15 <b>Cognitive Aspects of Negotiations</b> (CJ)	9:15 <b>Generating Collaboration</b> (PW)	9:15 <b>Multi-Party Negotiation</b> (CJ)	9:15 <b>Advanced Multi-Party Negotiation</b> (CJ)
<b>Lunch</b> 12:45-2:00pm	1:00 <b>Buffet lunch</b> , Shaw Library (Old Bldg, 6/F)			1:00 <b>Group photo</b>	
<b>Afternoon</b> Start 2:00pm Break 3:30pm Finish 5:30pm	2:00 <b>Distributive and Integrative Bargaining</b> (CJ)	2:00 <b>Negotiation Styles and Cultural Issues</b> (CCL)	2:00 <b>Interpersonal Aspects of Negotiations: Power and Persuasion</b> (CCL)	2:00 <b>Emotions, Confrontations, and Trust</b> (CCL)	2:00 <b>You as Negotiator: Tactics, Styles, and Skills</b> (CCL)  5:00 <b>Graduation</b>
<b>Evening</b>	Preparation  6:00pm <b>Reception</b> , Senior Common Room (Old Bldg, 5/F)	Preparation	Preparation	Preparation  6:30pm <b>Dinner</b> , Senior Dining Room (Old Bldg, 5/F)	

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## Goals for this week

- **Build your confidence**
  - Engage in at least one negotiation per day
  - Experience a variety of different scenarios
- **Build your negotiation skills**
  - Feedback (outcome): compare your results to optimal outcome.
  - Feedback (process): assess yourself, ask negotiation partner for input.
  - Write a **personal development plan** for improving your negotiation skills.

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## Personal Development Plan

Maximum 1500 words (3 pages, single spaced)

- **Self-assessment:** style, strengths, weaknesses
- **Action plan** for improvement

Opportunity to...

- Synthesize feedback from the week
- Apply what you have learned to real life
- Receive feedback from the instructors

Due next Monday to [c.c.locke@lse.ac.uk](mailto:c.c.locke@lse.ac.uk)

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## What is negotiation?

Back-and-forth communication designed to reach an **agreement** when you and the other side have some **interests that are shared and others that are opposed.**

- Fisher & Ury, Getting to Yes

An **interpersonal decision making** process necessary whenever we **cannot achieve our objectives single-handedly.**

- Thompson, The Mind and Heart of the Negotiator

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**The first step to improving your skills is  
debunking negotiation myths**

Myth 1: Negotiations are **fixed-sum**

Myth 2: You must be either **tough or soft**

Myth 3: Good negotiators take **risks**

Myth 4: Good negotiators rely on **intuition**

Myth 5: Good negotiators are **born**

Myth 6: **Experience** is a great teacher