**Negotiation/Conflict Resolution Course Work**

**eTextbook: Negotiation, 8th Edition**

**Author: Roy Lewicki**

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**UNIT I ASSIGNMENT:**

Part 1: Complete the Negotiation Style Self-Assessment located [**here**](https://online.columbiasouthern.edu/bbcswebdav/xid-121682493_1). Once you have completed the self-assessment, write a response that includes the following:

* A description of your conflict style results
* How you feel this information can be useful to you as you negotiate with others
* When your style is appropriate and inappropriate
* What bargaining tactics you prefer

Part 1 must be at least one full page in length. Please note that you do not need to submit your completed self-assessment. Part 1 of your assignment is to provide only the description of your results, as detailed above.

Part 2: For the second part of this assignment, you will explain when negotiation is appropriate. Please explain the following points:

* When you should negotiate (including a specific example)
* When you should not negotiate (including a specific example)
* When mutual adjustment occurs and what part it plays in negotiations.

Part 2 must be at least one full page in length. You are required to use at least your textbook as a reference. You may use the CSU Online Library or the Internet for other resources.

Submit Part 1 and Part 2 in one Word document. Please label the parts for clarity by using headings. Follow proper APA format, and include a title page and reference page. Cite and reference all outside sources used.

**UNIT II ASSESSMENT:**

1. Describe the difference between distributive bargaining and integrative negotiation. Which is the best style for a successful negotiation and why? Include a real-life example in your response. Your example could be one that you observed or experienced during your life or an original idea.

Your response must be at least 200 words in length.

2. Explain why integrative negotiation is so difficult to achieve. Include a real-life example in your response. Your example could be one that you observed or experienced during your life or an original idea.

Your response must be at least 200 words in length.

**UNIT II POWERPOINT PRESENTATION:**

**Integrative Negotiation Presentation**

For the Unit II PowerPoint Presentation, you will explain integrative negotiation. You may create your presentation using PowerPoint or your presentation software of choice.

Within your presentation, include the following:

* A description of the four key steps in the integrative process.
  + Please include a description of each of the four stages on separate PowerPoint slides.
* An explanation of the seven factors that facilitate successful integrative negotiation.
  + Include a description of each factor
  + Include one real-life example of each factor

You are required to use at least your textbook as a reference. You may use the CSU Online Library or the Internet for other resources.

Your presentation must be at least 11 PowerPoint slides in length, not including the title and reference slides. Please utilize the speaker notes to add additional details. Follow proper APA format, including citing and referencing all outside sources used. Feel free to use creativity when selecting graphics and fonts/backgrounds.

**UNIT III ASSESSMENT:**

**UNIT III PROJECT:**

**Negotiation Planning Guide**

For the Unit III Project, you will create a negotiation planning guide for an organization to implement. In your planning guide, you will explain the ten-step planning process outlined on page 123 in your course textbook.

Within your project, include the following:

* An introduction explaining the importance of planning goals and strategies during the negotiation process and a description of the difference between goals and strategies.
* A planning guide that includes an explanation of each step in the planning, as well as a real-world example of how the step is applied. This example can be something you have witnessed, researched, or an original idea and should assist the organization in understanding how to implement this plan.

Your plan must be at least 750 words or three pages in length (not including the title page and reference page). Within your plan, please label each step for clarity. Feel free to be creative, but keep in mind that an organization will be following your descriptions. You are required to use at least your textbook as a source. Remember to cite and reference all outside sources used.

**UNIT IV ASSESSMENT:**

**UNIT V POWERPOINT PRESENTATION:**

**Negotiation Presentation Project**

For the Unit V PowerPoint Presentation, you will design a presentation for an organization that you work for, have worked for, or would like to work for in the future. You may create your presentation using PowerPoint or your presentation software of choice. This presentation will be used to teach new employees about the sources of power and communication techniques for in-person and virtual negotiations.

Your presentation should be addressed to new employees and should include the following:

* A profile of the clients your company serves
* The types of negotiations your company encounters
* Sources of power in negotiation
* Communication techniques for in-person and virtual negotiations
* How the communication techniques can be used at this organization

As you define each source or technique, please include scenarios to help employees understand how to utilize each source and technique for your company.

Your presentation must be at least seven PowerPoint slides in length, not including the title slide and reference slide. Please utilize the speaker notes to add additional details. You are required to use at least your textbook as a reference. You may use the CSU Online Library or the Internet for other resources. Follow proper APA format, including citing and referencing all outside sources used. Feel free to use creativity when selecting graphics and fonts/backgrounds.

**UNIT VI ASSESSMENT:**

**UNIT VII ESSAY:**

**Multi-Party Negotiation**

For the Unit VII Essay, you will explore the complexities that occur with multi-party negotiations and groupthink.

Your essay will address the following points.

* Describe two-party, coalitions, and multi-party negotiations.
  + Within your description, include a real-life example of how these types of negotiation are used in the business world.
* Describe the social complexities of the Space Shuttle Challenger explosion. Please start by reviewing Figure 13.1 located on page 406 of your course textbook for background information on the event.
* What is "groupthink," and how did it affect the Challenger?
  + Make sure you include your source used for this portion of your research.
* What do you think you would have done if you were in that Challenger meeting?

Be sure to include an introduction in your essay. Your essay must be at least three pages in length, not including the title page and reference page. You are required to use your textbook as a reference and one additional source for your paper. Follow proper APA format, including citing and referencing all outside sources used.

**UNIT VIII FINAL PROJECT:**

**International Negotiations Plan**

For your final assignment in this course, you will apply all of the skills you learned to create an international negotiation plan.

You have been asked by your supervisor to create a proposal for negotiating the sale of your product with a Japanese company. You know that Japanese business practices may be different than what you have experienced in the Unites States, and you do not want to offend the prospective clients. How would you handle the negotiation with the Japanese company? How would you introduce yourself, your company, and your product? Create a step-by-step international negotiation plan for how you would approach this business venture.

In Unit III, you created a negotiation planning guide as part of the Unit III Project. Revisit that project and Table 4.3: Negotiation Planning Guide on page 123 of your course textbook. Use the steps listed on Table 4.3: Negotiation Planning Guide to create your business plan.

As part of your plan, you will address the ways culture can impact the negotiation process and how you will ensure cultural sensitivity. Using the 10 ways that culture can influence negotiations (described on pages 491-495 of your course textbook) as a guide, include how you will handle details such as time sensitivity, protocol, and communications. You are required to cover at least four of the ten ways culture can influence negotiation. You will need to research Japanese culture to address these issues.

Your plan must be at least three pages in length, not counting the title and reference pages. Introduction and conclusion paragraphs are not necessary. Include at least three sources, including your textbook. You may use the CSU Online Library or the Internet for other resources as needed. Follow proper APA format, including citing and referencing all outside sources used.