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Negotiations & Conflict Management: Assignment 1

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If you have a Study.com College Accelerator membership and are seeking college credit for this course, you must submit an essay and pass the proctored final exam. You must submit your essay before registering for the final. Below you will find prompts and instructions for submitting your essay.

About this Assignment

As a board member of Express International, you are part of a negotiating team set to acquire ZHO Express, a delivery service located in China. Although Express International is the second largest package delivery service in the world, they currently have limited coverage in China which is now considered to have the largest express delivery volume in the world. ZHO is the third largest delivery service in China and has coverage of over 90% of China. You will write a **2500 word essay** that describes your negotiation process as part of this team and adapts theories of cultural dimensions to this scenario.

- Give a brief background on the parties involved in the negotiation. Feel free to supplement this scenario with facts discovered about similar companies.

- Create a cultural comparison with China regarding business relationships and communications.

- Demonstrate your knowledge of cultural differences through adapting cultural dimensions to the scenario.

- Identify goals and interests for each party. Point out your BATNA and WATNA. Determine what will be your walkaway point.

- Discuss your strategy as part of the acquisition team including your strategy to eliminate bias and your persuasive strategy. Predict your counterparts' strategy. Discuss what inherent flaws might surface during the negotiation.

- Identify the type of power in the negotiation and discuss what will happen if negotiation breaks down.

- Recommend how to proceed with the negotiation.

Grading Rubric

Your project will be graded based on the following rubric:

Category	Unacceptable (0)	Needs Improvement (1-3)	Good (3-4)	Excellent (5)	Total Possible Points

Structure (x1)	Structure is illogical or significantly hinders understanding	Arguments are difficult to identify; ideas are disjointed	Evidence is provided & is relevant to the thesis, but transitions and connections are lacking	Arguments are well integrated; ideas flow logically; main points are identifiable	10
Analysis (x3)	No examples are used to support arguments; analysis is missing or incorrect; no sources are cited	Few or weak examples are given to support main points; fewer than 3 sources are cited	Examples are given to support most points, but not all; analysis lacks originality; at least 3 sources are provided, but some or all are not academic and/or appropriate for the topic	All main points are supported with evidence and include original analysis; at least 3 reputable and appropriate sources are cited	20
Recommendations (x2)	Recommendations are missing	Recommendations lack clarity or are not well-developed	Two sound recommendations are clearly outlined	At least two recommendations are made that are clear and logical.	10
Mechanics (x1)	Incorrect spelling, punctuation, capitalization, and use of standard English grammar hinders understanding	Several instances of incorrect spelling, punctuation, capitalization, and usage of standard English grammar	Few instances of incorrect spelling, punctuation, capitalization, and usage of standard English grammar	No or very few instances of incorrect spelling, punctuation, capitalization, and usage of standard English grammar	10
Total Points					50

Using Sources

You may refer to the course material for supporting evidence, but you must also use **at least three credible, outside sources** and cite them using APA format. Please include a mix of both primary and secondary sources, with at least one source from a scholarly peer-reviewed journal. If you use any Study.com lessons as sources, please also cite them in APA (including the lesson title and instructor's name).

- Primary sources are first-hand accounts such as interviews, advertisements, speeches, company documents, statements, and press releases published by the company in question.

- Secondary sources come from peer-reviewed scholarly journals, such as the Journal of Management. You may use like JSTOR, Google Scholar, and Social Science Research Network to find articles from these journals. Secondary sources may also come from reputable websites with .gov, .edu, or .org in the domain. (Wikipedia is not a reputable source, though the sources listed in Wikipedia articles may be acceptable.)

If you're unsure about how to use APA format to cite your sources, please see the following lessons:

- What is APA Format? Definition & Style

- How To Format APA Citations

Before You Submit

When you are done writing your essay, we suggest taking some time to check for any errors or to add some final touches. We also suggest that you use online plagiarism checkers such as PlagScan or DupliChecker to make sure that your essay is not too similar to any existing materials. Plagiarized submissions will NOT be graded.

How to Submit Your Project

When you are ready to submit your written paper, **please fill out the submission form and attach your project as Microsoft Word, PDF, or Text documents**. After turning in your project, you may go ahead and take the proctored final exam. You do not need to wait for your written response to be graded. You should receive your essay grade within one week.

If you are not satisfied with the score you receive on your papers, you may revise or rewrite your papers and resubmit them for grading using the same submission form above. Keep in mind that the grade you receive on your papers is only a portion of your overall grade for the course, and you are free to retake the proctored final exam as well if you choose. Please see the course syllabus for a more detailed breakdown of the grading policy.