

OIBUSY13 – The Art of Negotiation

Professor: Ollivia DE LA VALLIÈRE

Contact information:

ollivia.de-la-valliere@dauphine.psl.eu

Department: International affairs

Semester: 2

Course level: L3 Undergraduate & Master

Domain: Soft skills / Negotiation / Law

Teaching language: English

Number of in-class hours: 16h30

Number of course sessions: 5 + Exam

ECTS: 3

Course description and objectives

This course is based on Interested-based negotiation strategy developed at Harvard University. Whether you will become vice president of a company, a litigator, manager or human resources director, someone in sales or enter politics, negotiation will be central to nearly every part of your professional activity. Systematic and thorough preparation, as well as an ability to manage shared, different, and conflicting interests, is critical to negotiation success.

Prerequisites

None

Learning outcomes

Designed to address the core issues that you will experience as you negotiate on behalf of your clients, organizations, or yourself, this course provides a theoretical framework for thinking about business and managerial negotiations. You will address distinct challenges faced by business professionals – ranging from multi-party, complex negotiations to situations involving difficult people and behaviors – and acquire proven strategies for overcoming them.

Assignments and grading

The course is divided into 7 sessions each comprising 45 minutes of lecture followed by a practical simulation. The last 30 minutes of each course is dedicated to a debriefing of the simulation as well as a review of the key strategies learned in that session.

You will be graded on presence at each class, active in-class participation, and the simulations, 50%. Your final exam, which is made up of a written and oral element, represents 50% of your total grade.

The numerical grade distribution will dictate the final grade. The passing grade for a course is 10/20.

Class participation: Active class participation – this is what makes classes lively and instructive. Come on time and prepared. Class participation is based on quality of comments, not quantity.

Exam policy: In the exam, students will not be allowed to bring any document (except if allowed by the lecturer). Unexcused absences from exams or failure to submit cases will result in zero grades in the calculation of numerical averages. Exams are collected at the end of examination periods.

Course structure

Topics may be touched upon earlier or later than this course structure indicates.

Topics	
1	Introduction to Negotiation

2	Distributive Bargaining
3	Interested-Based Bargaining
4	Creating Value
5	Effective Communication + Intercultural Strategies
6	Final Exam

Bibliography

- *Getting to Yes* by Roger Fisher, William L. Ury, and Bruce Patton (1991)
- *Negotiation and Settlement Advocacy: A Book of Readings* by Charles Wiggins and Randolph Lowry (2005)
- *Getting Past No* by William Ury (1993)
- *Beyond Winning: Negotiating to Create Value in Deals & Disputes* by Robert Mnookin et al (2000)
- *Getting Ready to Negotiate* by Roger Fisher and Danny Ertel (1995)
- *Getting Together: Building Relationships as We Negotiate* by Roger Fisher and Scott Brown (1989)

Lecturer's biography

Associate professor at Paris Dauphine, American and Canadian attorney specialized in negotiation and litigation, Ollivia de La Vallière is a former student of Harvard University in the United States and Queen's University in Canada. She studied environmental law at Vermont Law School before obtaining her Juris Doctorat at Osgoode Hall Law School in Toronto. Ollivia also holds a Master's in International Affaires from Sciences Po Paris. Ollivia is a specialist in negotiation and mediation, which she practiced for a number of years as an attorney in North America. She has been teaching at Paris Dauphine since 2010.

MyCourse

This course is on MyCourse: **No**

Academic integrity

Be aware of the rules in Université Paris Dauphine about plagiarism and cheating during exams. All work turned in for this course must be your own work, or that of your own group. Working as part of a group implies that you are an active participant and fully contributed to the output produced by that group.