Conflict Management and Negotiation

CATHOLIC UNIVERSITY OF KOREA

강 의 계 획 서

2016학년도 제1학기

교과목명	국 문	갈등관리와협상			
	영 문	conflict management and negotiation			
과목번호-분반	04553-01	이수구분	제1전공선택	시간/학점	3/3
요일 및 시간 (강의실)	화6(N415), 목 5~6(N415)	수강대상	행정학 및 모든 전공(All Majors including	선수과목	
담당교수	성 명	연구실	전화번호	E-MAIL	
	김관보	T702	02-2164-4452	kwanbo@catholic.ac.kr	
Web Site	http://catholic.ac.kr/~kwanbo/new		영어강의 유형	A형	

1.교과목 개요

- The course focuses primarily on the theory and practice of conflict resolution and negotiation along with adjacent theories, such as game theory, organizational behavior, rationality, collective action, negotiation ethics and norms, and so on. In particular, the course intends to apply these negotiation theories to both domestic and international negotiation cases (i.e., FTA, NIMBY Facility Conflict, Climate change and other issues) in the public and private sectors. ○○○○○○○○○○○○○○

- The major course contents include 1) Types and Sources of Conflict, 2) Definition, Nature and Types of Negotiation, 3) Negotiation Process, 4) Four Principles of Negotiation, 5) Negotiation Analysis Model and Applications of Negotiation, 5) Ethics in Negotiation

2. 강의목표

-There are two primary goals of the course:
1) To help students develop skills that will make them better negotiators in the public and private sectors.
2) To help students diagnose conflicts, prepare to negotiate purposefully and thoughtfully, and critically evaluate the outcomes of negotiation (negotiation process dimension).

- By the end of the course, students will be able to a) design problem solving strategies and to negotiate in a variety of situations effectively; b) develop a conceptual understanding of several different negotiation approaches; and c) learn from your own negotiation experience.

3. 강의방법

- Theory lecture, Simulation of several negotiation cases, Individual and Team presentation○(all in English)
- Visual presentation by Video or DVD on Negotiation○○○○○○○○○○○○○○

4. 평가방법

- Mid-term Exam 20%, Final Exam 30%, Projects 40%(Team Project 20%+ Individual Quizzes and response paper of required readings 20%), Participation 10% = Total 100%○○○○○○○○○○○○○○

5. 과제물

Assignments and Projects
- Team project (choose a topic of domestic and global negotiation cases, final term paper)
- Individual 3-4 quizzes
- Individual response paper of required readings ○○○○○○○○○○○○○○○

6. 실험, 실습계획

7. 관련강의

8. 교재

도서명	출판사	저자	연도	교재여부
Getting to Yes	Penguin	Fisher, Ury, and Patton	2011	교재
? The New Negotiating Edge		Kennedy	1998	부교재
The Mediation Process		Moore	1996	참고도서
협상론	법문사	이달곤	2007	참고도서
Environmental Diplomacy	Oxford University Press	Susskind	1994	참고도서
Breaking Robert's Rules	Oxford University Press	Jeffrey Cruikshank and Lawrence Susskind	2006	참고도서
Negotiation Journal			2008	참고도서

9. 강의일정 및 내용

주	기간	강의내용	참고자료	비고
1	2016-03-02 ~ 2016-03-08	<Orientation of the course> - Review of syllabus - Overview of reading materials and assignments	Fisher and Ury (2011), Getting to Yes [Fisher] Kennedy (1998), The New Negotiating Edge [Kennedy]=> Lecture Note	Main Textbook =>Fisher and Ury (2011), Getting to Yes Auxiliary Book => Kennedy (1998) The New Negotiating Edge => Lecture Note 한국책: 이달곤 저 협상론(법문사, 2007)을 참고도서로 활용하세요. * 참고도서: Breaking Robert's Rule
2	2016-03-09 ~ 2016-03-15	<Conflict and dispute> - Concepts of conflict - Types and sources of conflict - Cases of conflict _ Negotiation as a universal process	Moore (1996). The Mediation Process Fisher et al. (2011) Kennedy(1998)○○	
3	2016-03-16 ~ 2016-03-22	<Conflict resolution and negotiation(Continued)> - Methods of conflict and resolution - Cases of conflict resolution - The concept of negotiation	- Moore(1996). The Mediation Proces - Fisher & Ury(2011). Getting to Yes - Negotiation	<Quiz #1> TBA

주	기간	강의내용	참고자료	비고
			Journal	
4	2016-03-23 ~ 2016-03-29	<Cultural context of negotiation, Structure and factors of negotiation> - Culture and norms of negotiation - Key factors of negotiation tool - Process of negotiation	- Fisher & Ury(2011). Getting to Yes - Negotiation Journal	* Team Project Topic Due
5	2016-03-30 ~ 2016-04-05	<Type and strategies of negotiation> - Soft negotiation - Hard negotiation - Principled negotiation - Attitudes, Beliefs, and Behaviors of Negotiators - Case discussion	- Fisher & Ury(2011). Getting to Yes - Kennedy (1998) - Negotiation Journal	<Required Reading Article #1>
6	2016-04-06 ~ 2016-04-12	<Negotiation analysis (I)/Simulation game> - Negotiation method: issues - Attitudes, beliefs, and behavior of negotiators - Alternatives of new negotiation method - Simulation game	- The Negotiation Edge - Getting to Yes(2011)	<Quiz # 2> * <Suggested Readings>
7	2016-04-13 ~ 2016-04-19	<Negotiation analysis (II)/ Simulation game> - Analytic tool - Efficient negotiation criteria - Team project: exercise of conceptual framework	- Getting to Yes - The Negotiation Edge	<Simulation: Chlorine Game>
8	2016-04-20 ~ 2016-04-26	<Mid-term Exam>		
9	2016-04-27 ~ 2016-05-03	<Negotiation analysis (III) - Game theory 1 - Exercise: discussion on case #1	- Getting to Yes - The Negotiation Edge	<Quiz #3>
10	2016-05-04 ~ 2016-05-10	< Negotiation analysis (IV) - Game theory 2 - Exercise: discussion on case #2	- Getting to Yes - The Negotiation Edge	* <Assignment: Team Paper Outline Due>
11	2016-05-11 ~ 2016-05-17	<Negotiation analysis (V)/Review of team paper progress> - Meta game approach - Multi-attributes utility analysis - Exercise: discussion on case #3	- Negotiation Journal	*Putnam, Robert (1982). Diplomacy and Domestic Politics: The Logic of Two-Level Games. International Organization. 42: 427-460.

주	기간	강의내용	참고자료	비고
12	2016-05-18 ~ 2016-05-24	<Synthesis of multilateral negotiation (I)> -FTA		
13	2016-05-25 ~ 2016-05-31	<Synthesis of multilateral negotiation (II)> - FTA - Public sector vs. private sector <Negotiation Ethics>		
14	2016-06-01 ~ 2016-06-07	<Team Presentation and Evaluation (I)>		
15	2016-06-08 ~ 2016-06-14	<Team Presentation and Evaluation (II)>		
16	2016-06-15 ~ 2016-06-21	<Final exam and Final Paper Due>		