1. Recount and discuss the major theories of conflict and negotiation discussed in lectures and readings.
2. Develop theoretical positions regarding conflict, climate, and negotiation.
3. Critically analyze negotiation case studies.
4. Conduct negotiations according to the guidelines established in course assignments.

TEXTS:


Additional readings and handouts which will be distributed to you.

REQUIRED ASSIGNMENTS AND GRADING:

<table>
<thead>
<tr>
<th>Assignment</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>EXAM #1 (Introduction, Chs. 1-3, Folger et. al.)</td>
<td>25%</td>
</tr>
<tr>
<td>EXAM #2 (Chs. 5-7, Folger et. al., handouts)</td>
<td>25%</td>
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<tr>
<td>FINAL EXAM</td>
<td>25%</td>
</tr>
<tr>
<td>WRITTEN ANALYSIS</td>
<td>10%</td>
</tr>
<tr>
<td>GROUP PROJECT</td>
<td>10%</td>
</tr>
<tr>
<td>EXERCISES/PARTICIPITION</td>
<td>5%</td>
</tr>
</tbody>
</table>

(1) There will be three exams covering readings, lectures, handouts, and class discussions. These are worth 75% of your grade. Missed exams must be made up within a week at the Career Services Center (2nd Floor Crooker).

(2) Written Analysis: A case study will be distributed for your analysis. This paper should be approximately 4-5 pages in length using APA or MLA styles if you use research material. Thoroughness of theory and research application, the quality of your ideas, and the degree of insight you bring to your case study will be the criteria for grading. The paper is due on 4/14. Late papers will be penalized one grade per class period until the paper is turned in.
The Group Project will be a simulated negotiation. Each group will develop a conflict situation, plan, and execute an actual negotiation in class. A brief handout of situation and strategies used will be distributed to the other class members and instructor. These projects are scheduled from April 21 to April 28.

Class participation and attendance are important due to the interactive nature of the course and many exercises done in class.

GRADUATE STUDENTS: Your paper requirements are 7-8 pages and you will have additional essay requirements for each exam.

SCHEDULE:

1/13 – Overview; Conflict and Interaction (Introduction, pps. 1-11, Folger et. al., case study)
1/20 – Communication and Conflict (Ch. 1, Folger et. al.); Properties of Conflict Interaction cases
1/27 – The Inner Experience of Conflict (Ch. 2, Folger et. al.); Exercise
2/3 - Theories of Conflict Interaction (Ch. 3, Folger et. al.); Exercise
2/10 - Review; Power and Conflict (Ch. 5, Folger et. al.); Exercise
2/17 - EXAM #1 (INTRODUCTION, CH. 1-3, Folger et. al., lectures, handouts)
2/24 - Face-Saving (Ch. 6, Folger et. al.); Case
3/3 - Context and Climate (Ch. 7, Folger et. al.); Exercise; Review
3/10 - SPRING BREAK
3/17 - EXAM #2 (CH. 5-7, Folger, lectures and handouts)
3/24 - Doing Conflict and Negotiation: Styles, Strategies, Tactics (Ch. 4, Folger, et. Al
3/31 - Managing Conflict (Ch. 8, Folger et. al.)
4/7 - Third Party Intervention (Ch. 9, Folger et. al.); Introduce Group Projects
4/14 - Work on Group Projects
4/21 - GROUP PROJECTS
4/28 - GROUP PROJECTS; Review for Final
5/ - FINAL EXAM ( )