NEGOTIATION SKILLS — SMGT 2020

A. Course Description
   - **Credits:** 1.00
   - **Lecture Hours/Week:** 1.00
   - **Lab Hours/Week:** 0.00
   - **OJT Hours/Week:** 0
   - **Prerequisites:** None
   - **Corequisites:** None
   - **MnTC Goals:** None

   THIS COURSE IS THE SAME AS ENTR1700. Uncover the secrets to "Win-Win" negotiations, based on collaborative principles. Learn a system to prepare for and conduct successful negotiations. Assess your negotiating style and develop a personal negotiation strategy. Apply skills in any situation in which issues are resolved through negotiation.

B. Course Effective Dates: 4/16/99 – Present

C. Outline of Major Content Areas
   - As noted on course syllabus

D. Learning Outcomes
   1. acknowledge cultural and contextual expectations
   2. be thoroughly prepared and avoid common mistakes
   3. define "negotiations"
   4. identify major negotiation styles
   5. know when to walk away as well as when and how to use third-party help
   6. know yourself
   7. study and understand key principles from psychological, sociological, communication, and conflict theories
   8. understand the dynamic of conflict
   9. use critical thinking and empathy
   10. use tactics that suit you and understand tactics used by others

E. Minnesota Transfer Curriculum Goal Area(s) and Competencies

F. Learner Outcomes Assessment
As noted on course syllabus

G. **Special Information**

None noted