

**Information** : Ce plan de cours est celui du cours [EM1F4M49A1](#).

## Business Negotiation Gr. 2 (EM1F4M49A2)

Program	PGE
Module / ECTS / Path / Specialisation	<b>Module :Business Negotiation : 5 ECTS.</b> <ul style="list-style-type: none"><li>• BEM Bachelor in European Management</li><li>• PGE 2A - English track</li></ul>
Discipline	Management
Year	2019
Semester	A
Open for visitors	yes (5 ECTS)
Available places	40

### Coordinator

**Jean Philippe BERQUE**

### Lecturers

Instructor	Population	Email
Jean Philippe BERQUE	Population	jean-philippe.berque@em-strasbourg.eu

### Course format

Working language :	English
Volume of contact hours :	27 h
Workload to be expected by the student :	108 h

### Course track

Track : Attendance

**"Attendance" track :**

Attendance at lecture / tutorial classes and intermediate / final exams is mandatory. As evaluation of in class work constitutes an essential element of grading, any absence will be penalized and is taken into account for grading purposes (see academic rules and regulations).

**"Autonomous" track :**

Attendance at intermediate / final exams is mandatory, but students are free to attend lecture / tutorial classes.

For all Master programs and all other programs realized in the form of dual internships (apprentissage), attendance at lecture / tutorial classes and intermediate / final exams is entirely mandatory. Therefore, only the "Attendance" track can be selected.

## Contribution of the course to the educational objectives of the programme

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**How the course contributes to the programme :**

### Description

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Course description:

The Business Negotiation course is a proven, easily applicable and tailor-made method to enable you to perform to the best of your ability as a future negotiator. The course prepares students to become successful negotiators by using an effective negotiating strategy. The course identifies significant steps and appropriate hard and soft skills to be developed, which can lead to improved business performance.

Students go through a relevant negotiation process to reach mutually acceptable deals, and get valuable insights into different cultural negotiating styles. They explore interests, predict conflicts and reach win-win situations. They practice in a constructive learning environment by means of a series of short lectures and through the use of live negotiating exercises. This method has been developed with the contribution of numerous experienced multinational negotiation teams, and is based on the best references.

At the end of this course, students will have acquired relevant knowledge and will be able to perform to the best of their ability as negotiators. This training package of 6 modules has been successfully tested and implemented over a period of 3 years with 6 multinational teams.

### Educational organisation

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In class

**Lectures**

In groups

**Exercises**

**Case studies/texts**

Interaction

**Games (educational, role play, simulation)**

**Discussions / debates**

**Accounts**

### Learning outcomes

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**Upon completion of this course, students should be able to :**

- **Define** the opportunities and threats in negotiations
- **Estimate** weak and strong points of negotiators and assess conflict-handling styles
- **Acquire** effective questioning techniques and explore mutual interests
- **Optimize** one's negotiation strategy through 5 key powers such as strategic thinking, sense of communication, risk-taking, conflict management and time management
- **Differentiate** various negotiators' profiles
- **Combine** various negotiation styles
- **Influence** positively the outcome of deals

## Outline

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The course includes 3 main parts:

- 1) Understanding negotiation outcomes, styles and skills
  - Identifying all stakeholders and interests in business negotiation.
  - Being aware of opportunities and threats in global negotiation.
  - Evaluating your weak and strong points as a negotiator and their impact.
- 2) Mastering an efficient and proven 5-stage negotiation process:
  - Preparing a strategy with “red-teaming simulation”.
  - Building confidence with cross-cultural interaction.
  - Sharing motivation by exploration of interests and risk-taking assessment.
  - Bargaining with persuasion and conflict-management.
  - Closing deals with effective time-management.
- 3) Elaborating an effective strategy
  - Developing a winning strategy with innovative and inspiring solutions (BDO, ZOPA, BATNA, WAY).
  - Providing successful tactics in response to negotiation deadlocks.
  - Profiling negotiation teams to achieve successful deals (using a unique reference table).

## Prerequisites

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**Key concepts to understand :**

**Knowledge of :**

Basic knowledge of project and team management.

Basic knowledge of conflict management

## Teaching material

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**Documents in all formats**

- Syllabus
- Guide
- Case studies

**Software**

- Office Pack (Word, Excel, PowerPoint, Access)
- Keynote

## Recommended reading

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**Major works :**

Jean-philippe BERQUE is an experienced global manager with more than 12 years of working as a chief negotiator abroad, serving and negotiating in the public sector (international organisations) and the private sector (consulting agencies and companies)

Business Negotiation, 2019 (reference manual), J.P. BERQUE

Global Professional Efficiency, 2019 J.P. BERQUE

**Further reading :**

Jeff WEISS - HARVARD BUSINESS REVIEW - Guide to negotiating (take the lead, manage conflict, get to yes)

Roger FISHER & William URY - Getting to Yes, Negotiating an agreement without giving in

Marvan MERY - Négociation complexe

Jean-Pierre Coene - International negotiation

## Research works by EM Strasbourg :

Textbooks  
Case studies

## Assessment

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### **Intermediate evaluation / continuous assessment 1 : All sessions**

written + oral (120 min) / in group / English / weighting : 30%

additional information : in-class participation, business negotiation games, role-plays and workshops

**This evaluation serves to measure LO1.2, LO1.3, LO2.1, LO2.2, LO2.3, LO3.1, LO4.1**

### **Final assessment : exam week**

written (120 min) / individual / English / weighting : 70%

additional information : 3 parts: MCQ, questions on the course and case-study

**This evaluation serves to measure LO1.2, LO1.3, LO2.2, LO2.3, LO4.1, LO4.2**

## Grounds for expulsion from classes

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Such behaviors as...

**arriving late, leaving early or unannounced leaving of the classroom during class time**

**disruptive eating or drinking in class**

**using smartphones and laptops for non class-related purposes**

**reading non class-related documents**

**chatting on non class-related issues**

**showing disrespect towards lecturers**

... may lead to expulsion from classes.