NEGOTIATION, MEDIATION, AND CONFLICT RESOLUTION
AND (Insert your own name here)

TUFTS UNIVERSITY
DEPARTMENT OF URBAN AND ENVIRONMENTAL POLICY AND PLANNING

FALL 2007 SYLLABUS

INSTRUCTOR:
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REQUIRED READINGS:

Getting to Yes, (Fisher), Fisher and Ury, Penguin
Dealing With An Angry Public, (Susskind), Susskind and Field, Free Press
Bargaining For Advantage, Shell, (Shell), Viking Press
Women Don’t Ask, Babcock and Laschever, (Babcock) Princeton Press
"Tricks of the Trade", (Tricks), Burdick, Appendix A of this Syllabus
"A Manual for Playing the Game", (Game), Burdick, Appendix B of this Syllabus

1. September 6th, Introduction to The Course
   a. Conduct Buyer/Seller negotiation in class
   b. Play Trading Games
   c. No written or reading assignment

2. September 13th, “Tricks of the Trade” Summarized
   a. Conduct “Perfect Knowledge” negotiation competition in class
   b. Read “Tricks of the Trade”, Shell, ch. 1; “Cooperatives vs. Competitives” handout
   c. Overview of “Tricks of the Trade”
   d. Complete a Self-critique of previous negotiation in the Journal
   e. Complete Pre-course Self-assessment in Journal
   f. Complete the questionnaire “Which Is A Negotiation?” in the Journal

3. September 20th, Knowing Your Own Powers in a Negotiation
   a. Conduct "Not In My Back Yard" negotiation competition in class
   b. Read Shell, chs. 5 and 6; Babcock, chs. 7, 8; and Game
   c. Email to me your “Power Analysis” for this negotiation described in the Journal
   d. Complete a written plan for this negotiation in the Journal

4. September 27th, Disarming the Opposition
   a. No large negotiation
   b. Read Babcock, pages 1-111; Shell, ch. 4; Handout on race and other “differences” in negotiation;
      Fisher, chs. 2, 7, 8
   c. Complete the relationship quiz and questionnaire in the Journal
   d. Complete a Self-critique of previous negotiation in the Journal
   e. Email to me at rburdick@gbls.org all of your Journal completed so far

   or The Enhanced Best Deal?
   a. Conduct “Saving the Church” negotiation competition in class
   b. Read Babcock, chs. 6 and 7: Shell, ch. 2, Game
   c. Complete a written plan for this negotiation in the Journal

6. October 11th, Brainstorming To Make the Pie Bigger
   a. Conduct a “brainstorming” exercise in class
   b. Read Fisher, ch. 4
   c. Complete a Self-critique of previous negotiation
   d. Design a "brainstorming model” in the Journal
7. October 18th, Clue Searching
   a. Conduct the “Getting To Work” negotiation one on one
   b. Watch and discuss a negotiation video
   c. Read Shell, chs. 8; Fisher, ch. 1, 3; Babcock, ch. 5
   d. Complete a written plan for this negotiation

8. October 25th, Bargaining With Packages and the “Best First Offer”
   a. Conduct “Keeping the Company Open” collective bargaining negotiation
   b. Read Shell, chs. 7, 9, 10; Babcock, ch. 7
   c. Complete the Self-critique for the previous negotiation
   d. Email me all of the Journal completed so far
   e. Prepare a written plan for this negotiation
   f. Conduct a mid-course review in class

9. November 1st, Offering Hope on Common Ground with Standards of Fairness
   a. Conduct Part One of “Controlling the Labs” negotiation in class
   b. Read Shell, ch. 3; Susskind, ch. I, II, VI; Fisher, ch. 5
   c. Complete a Self-critique for the previous negotiation
   d. Complete a written plan for both sessions of this negotiation

10. November 8th, Explaining Your Powers
    a. Conduct part two of “Controlling the Labs” negotiation in class
    b. Read Shell, ch. 11; Susskind, Chs. III, IV; and “The Psychology of Bargaining” in the Journal
    c. Complete a Self-critique of the previous session
    d. Complete a written plan for this negotiation

11. November 15th, Convening or How Do We Get Them to the Table When They Don’t What To Come?
    a. Conduct another negotiation in class (to be negotiated)
    b. Review “Tricks”
    c. Complete a written plan for this negotiation
    e. Complete a Self-critique of the previous negotiation

12. The week of November 29th, A 2 on 2 Negotiation
    a. Conduct 2 on 2 final negotiation
    b. Turn in a jointly prepared negotiation strategy plan

13. December 6th, What Did You Learn?
    a. Presentation by a professional mediator
    b. Email to me the Final Paper.
    c. Email to me the entire completed Journal including the final Self-critique and your Post Course Self-Assessment.