

Dakota County Technical College

SMGT 1215: Negotiation Strategies

A. COURSE DESCRIPTION

Credits: 3

Lecture Hours/Week: 3

Lab Hours/Week: *.*

OJT Hours/Week: *.*

Prerequisites: None

Corequisites: None

MnTC Goals: None

Explore the challenges of negotiation. Students in this hands-on course will experience the emotions and results of successful and unsuccessful negotiation. Discuss the psychology and consequences of getting your way. Investigate the impact a win-win philosophy has on business relationships and long-term ROI. Practice changing the dialogue of negotiation and discover a blueprint that can be adopted for any negotiation. Then identify and role-play negotiation tactics that will help you to get what you want without saying NO.

B. COURSE EFFECTIVE DATES: 05/21/2014 - Present

C. OUTLINE OF MAJOR CONTENT AREAS

D. LEARNING OUTCOMES (General)

1. Become acquainted with and practice techniques to win negotiations
2. Discern the consequences of no agreement
3. Discover how to leave the opposition as satisfied as possible
4. Establish techniques that aid in negotiation in different environment such as internal (workplace) and external (vendors, and more).
5. Explore the emotion created by negotiation tactics
6. Identify and understand objectives for both sides of every negotiation
7. Practice creating a negotiation blueprint
8. Recognize the differing concept of value to both negotiating parties

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

None

F. LEARNER OUTCOMES ASSESSMENT

As noted on course syllabus

G. SPECIAL INFORMATION

None noted