

**University of Cyprus**

**TIME MBE**

**May 2022**

**MBE 5203 – Competitive Decision Making and Negotiations**

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The course develops and analyzes key negotiation skills and strategies which are essential for managers if they want to be effective negotiators. It starts by describing and analyzing how to prepare before the actual negotiation and moves on to present effective strategies for distributive negotiation. It then presents strategies for expanding the negotiation pie leading to win-win negotiations and analyzes the challenges created in multiple party negotiations, cross-cultural negotiation, social dilemmas and negotiating via information technology. Finally, a number of advanced negotiation skills and strategies are described and analyzed.

**Bibliography**

The course is based on the sixth edition of “The mind and Heart of the Negotiator” by Leigh Thompson and a number of case studies.

Thompson, L. 2015. The Mind and Heart of the Negotiator, sixth edition, Pearson Education Limited. ISBN 10: 1-292-07333-0. ISBN 13:978-1-292-07333-0

**Topics:**

1. Negotiation: The Mind and the Heart – Chapter 1
2. Preparation: What to Do Before Negotiation – Chapter 2
3. Distributive Negotiation: Slicing the Pie – Chapter 3
4. Win-Win Negotiation: Expanding the Pie – Chapter 4
5. Multiple Parties, Coalitions and Teams – Chapter 9
6. Cross-Cultural Negotiation – Chapter 10
7. Social Dilemmas – Chapter 11
8. Negotiating Via Information Technology – Chapter 12

If time permits topics from Chapters 5-9 will also be covered.

**Evaluation**

Final Exam – 70%

Class Participation – 10%

Group Project and Class Presentation – 20%