PRE-NEGOTIATION STRATEGIES
SYLLABUS, FALL 2016

Week 1: August 29th

A. Administrative Remarks
   1. Introduction
   2. Grading
   3. Final Exam
   4. Oral Presentation
   5. Overview
B. Pre-Negotiation
   1. Intelligence Gathering
   2. Formulation
   3. Strategy
   4. Preparation
C. Cross-Border Barriers
D. Check-list

Reading Assignment: None

Week 2: September 12th

A. LESCANT
   1. Language
   2. Environment
   3. Social Organization
   4. Contexting
   5. Authority Conception
   6. Non-verbal
   7. Time

Reading Assignment: “Errors in Social Judgment” Parts I and II – pp. 1-17

“Do Cultural Differences Make a Business Difference?”

pp. 19-37
Week 3: September 19th

A. Types of Negotiations
   1. Distributive
   2. Integrative
B. Types of Negotiators
   1. Value Claimer
   2. Value Creditor
C. Cultural Differences

Reading Assignment: Making Global Deals by Prof. J. Salacuse

Week 4: September 26th

A. Foreign Corrupt Practices Act
B. Statute
C. Legislative History
D. Definition
E. Red Flags


Week 5: October 3rd

A. Monsanto
B. ABB
C. Titan
D. Schering-Plough
E. U.S. SEC v. International Business Machines Corporation

Reading Assignment: SEC v. Schering-Plough

SEC v. IBM pp. 39-49

Week 6: October 11th- TUESDAY

A. Foreign Sovereign Immunities Act

Reading Assignment: Foreign Sovereign Immunities Act
Week 7: October 17th

A. Luna Pen (A)
B. Real Estate in Shanghai

Reading Assignment: “Luna Pen (A)” – pp. 51-60

“Real Estate in Shanghai” – pp. 61-74

Guest lecturer from Tiny Glue Article

Assignment: Write an agreement on behalf of Rosenberg (3-5 pages)

Week 8: October 24th

A. Real Estate in Shanghai Part B (in class distribution)
B. Discussion of agreements

Week 9: October 31st

A. Role of Government
B. Selecting Foreign Counsel
C. Oral Presentation

Reading Assignment: None

Week 10: November 7th

A. Gender Awareness Quiz (in class distribution)
B. Oral Presentation

Reading Assignment: None
Week 11: November 14th

A. Ellen Moore in Korea
B. Oral Presentation

Reading Assignment: “Ellen Moore in Korea” pp. 75-94

CLASS THANKSGIVING DINNER ON NOVEMBER 18th, 7 PM

Week 12: November 21st

A. Charlene Barshevsky
B. Ethics

Reading Assignment: “Charlene Barshevky Case Study” – pp. 95-127

Week 13: November 28th – LAST CLASS

A. Ethics
B. Conclusion and Review

Reading Assignment: “When Is It Legal to Lie in Negotiations?”

pp. 128-136