



KAUTILYA SCHOOL OF PUBLIC POLICY

GITAM (Deemed to be University)
Rudraram, Patancheru Mandal
Hyderabad, Telangana 502329

Course Code: PPOL6601	Course Title: Negotiation	
Trimester: 2	Course Type: Skill Shop	Credits: 1
Home Program(s): MPP	Batch/Academic Year: 2023-2025	
Course Lead: Amb. V Varma /Amb Syed Akbaruddin	Assigned TA/RA: Ms. Rituja Ghosh	

Course Description

Negotiation is a key tool in all aspects of day to day life as well as all types of work.

The need for negotiation arises when two or more individuals/ groups/parties/states, having different views on any particular issue, strives to reach an agreement on, despite their differences.

The course will provide the students a broad understanding of the different phases in any negotiation process and introduce them to the techniques, skills, tactics and strategies adopted in inter-state negotiation processes. Some of these skills and techniques are unique to international negotiations, but some can also be used in other situations.

For a practical and pragmatic flavor, the participants will be facilitated with the lived experiences of practitioners who have taken part in crucial negotiations.

The course will entail two simulations where participants will have the opportunity to practice and implement the skills they have been introduced to by being a part of complex but interesting in-class negotiations.

Learning Objectives

To sensitize students to:

1. Negotiation as the art of the possible. What, Why and How of a negotiation.
2. Various key concepts of negotiation including ZOPA, BATNA.
3. Phases of the negotiation process.
4. The tools and skills required for a good negotiator including the recording of the negotiating process.

Course Outcomes

On successful completion of this course, students will be able to:

1. Understand formal and informal ways of negotiations
2. Gain an understanding of the foundations of dispute management in general and negotiation in particular.
3. Improve communication and other soft skills which are essential during negotiation processes.
4. Simulations and case studies will enable the students to learn through practice.

Assessment Rubric

- **Assignment (70 marks):** Simulation and Journal Recording Negotiating Process
- **Class participation (15 marks):** Students must engage in class and listen attentively.
- **Attendance (15 marks):** Subject to Attendance Policy

Classroom Etiquette

The consumption of food and the use of laptops, tablets, smartphones, and other addictive electronic devices are not allowed. If you are unable to take notes by hand, please discuss an alternative arrangement with the teaching team. Phones must be turned off at the start of class.

Course Schedule

Unit 1	Sessions: 3	What, Why and How of Negotiations
<ul style="list-style-type: none"> ● Negotiation - What? ● Negotiation - Why? ● Basic Concepts - BATNA, ZOPA, ● Negotiation - How? 		
Unit 2	Sessions: 3	Case Studies
<ul style="list-style-type: none"> ● Negotiating Shimla Agreement - Issues ● People ● Outcomes ● Lessons ● ● Negotiating India–United States Civil Nuclear Agreement 		
Unit 3	Sessions: 2	Simulation

- Security Council Committee pursuant to resolutions 1267 (1999) 1989 (2011) and 2253 (2015) concerning Islamic State in Iraq and the Levant (Da'esh), Al-Qaida and associated individuals, groups, undertakings and entities
- Designation of Individuals by the Committee
- Simulation

Textbooks and Course Materials

- Harvard Business Essentials: Negotiation by HBR
- The art and science of negotiation Book by Howard Raiffa
- Manager as Negotiator by David A. Lax, James K Sebenius
- Kissinger the Negotiator: Lessons from Dealmaking at the Highest Level by James Sebenius, R. Nicholas Burns, Robert Mnookin
- Getting to Yes Negotiating Agreement Without Giving in by Roger Fisher , William L. Ury, Bruce Patton
- HBR's 10 Must Reads on Negotiation by Daniel Kahneman, Deepak Malhotra, Erin Meyer, Max H. Bazerman