

CROSS-BORDER NEGOTIATION SEMINAR

SPRING 2002 – SECOND HALF
SHERWOOD FREY AND MARC MODICA

COURSE DESCRIPTION

This course explores negotiations in which your (or your counterpart's) presence at the table is perceived as being out of the ordinary and the values, principles, and assumptions are perceived as being different. These negotiations could take place across borders that are geographical, gender, socio-economic, organizational or the like, provided the participants perceive The course is designed to extend the messages of Bargaining and Negotiating, to utilize directly the literature of the field, to capitalize of cross-border opportunities, and to enhance your negotiating skills in a wider variety of settings. Case discussions, role-play negotiations with parties outside the course enrollment, and seminar discussions of the literature will be utilized.

COURSE OBJECTIVES

To extend the conceptual frameworks, the tactical processes, and the central themes introduced in Bargaining and Negotiating to the cross-border negotiating environment;

To synthesize contemporary thinking on cross-cultural/cross-gender negotiation and to apply the conclusions to a variety of other cross-border negotiations;

To develop means by which the perceptions of differences can be confirmed, understood, respected, modified (if advantageous), and leveraged; and

To enhance your repertoire of negotiating strategies by engaging in negotiations in which differing values, principles, and assumptions are fundamental to the conduct of the negotiation.