

Ministry of Higher Education and Scientific Research  
Scientific Supervision and Scientific Evaluation Apparatus  
Directorate of Quality Assurance and Academic Accreditation  
Accreditation Department



# Course description for Negotiation Management



2024/3/17

**Signature:**

**Head of Department Name:**

**Prof: Hadi Abdul-Wahab Al-Abrrrow**

التاريخ: 2024/3/17

**Signature:**

**Scientific Associate Name:**

**Date:**

## Course description for Negotiation Management

<b>1. Course Name</b>	
Negotiation Management	
<b>2. Course Code:</b>	
<b>3. Semester / Year</b>	
Semester	
<b>4. Description Preparation Date:</b>	
2024/3/17	
<b>5. Available Attendance Forms:</b>	
Weekly/theoretically	
<b>6. 6. Number of Credit Hours (Total) / Number of Units (Total)</b>	
Total number of hours = 30 hours / number of units = 2	
<b>7. Course administrator's name (mention all, if more than one name)</b>	
<a href="mailto:rana.abdullah@uobasrah.edu.iq">rana.abdullah@uobasrah.edu.iq</a> : الایمیل <span style="float: right;">Rana Abdullah Mohammed</span>	
<b>.8 . Course Objectives</b>	
<p>As a result of this course, the student will be able to: After completing the study of this course, the student should be familiar with the following:</p> <ol style="list-style-type: none"> <li>1. Knowing what are the characteristics of a negotiating situation and when the need for negotiation appears</li> <li>2. Being able to understand the stages of the negotiation process and negotiating strategies</li> <li>3. Being able to distinguish between types Different negotiating positions</li> </ol>	<b>Course Objectives</b>
<b>9. Teaching and Learning Strategies</b>	
<ol style="list-style-type: none"> <li>1- Lectures</li> <li>2- Style of dialogue and discussions</li> <li>3- Brainstorming method</li> <li>4- Reports</li> <li>5- Data show means</li> <li>-6Analysis of case studies</li> </ol>	<b>Strategy</b>

<b>10.Course Structure</b>					
<b>Week</b>	<b>Hours</b>	<b>Required Learning Outcomes</b>	<b>Unit or subject name</b>	<b>Learning method</b>	<b>Evaluation method</b>
1	2	theoretical	Identify the concepts of negotiation management	Lectures	Interaction, answering questions and discussion
2	2	theoretical	The importance and characteristics of negotiation	Lectures	Interaction, answering questions and discussion
3	2	theoretical	Types of negotiation	Lectures	Interaction, answering questions and discussion
4	2	theoretical	Principles of the negotiation process	Lectures	Interaction, answering questions and discussion
5	2	theoretical	Areas of negotiation	Lectures	Interaction, answering questions and discussion
6	2	theoretical	Conditions of negotiation, types of negotiators, and methods of dealing	Lectures	Interaction + Qui

			with them		
7	2	theoretical	Exam	Lectures	Answer exam questions
8	2	theoretical	Characteristics and qualities of a successful negotiator. Negotiation strategies	Lectures	Interaction, answering questions and discussion
9	2	theoretical	Negotiation policies	Lectures	Interaction, answering questions and discussion
10	2	theoretical	Negotiation dimensions and steps	Lectures	Interaction, answering questions and discussion
11	2	theoretical	Negotiating team: concept and characteristics	Lectures	Interaction, answering questions and discussion
12	2	theoretical	Skills that must be available in a negotiation team	Lectures	Interaction, answering questions and discussion
13	2	theoretical	Negotiation maneuvers	Lectures	Interaction, answering questions and discussion
14	2	theoretical	Advantages and skills of a successful	Lectures	Interaction, answering questions and

			negotiator		discussion
15	2	theoretical	Exam	Lectures	Answer exam questions

### .11 Course Evaluation

Participation in lectures, posts, and discussions = 5  
 Daily attendance = 5  
 First exam rating = 20  
 Evaluation of the second exam +20  
 Final rating = 50

### .12 Learning and Teaching Resources

	Required textbooks (curricular books, if any)
Nader Ahmed Abu Sheikha, Principles of Negotiation, fifth edition, Dar Al-Masir for Publishing and Distribution, Jordan, 2012.	Main references (sources)
<ul style="list-style-type: none"> <li>• Idris, Thabet Abdel Rahman (2005) (Negotiation strategies, tactics and applied skills), University House, Egypt.</li> <li>• Abdullah Hassan Muslim, Negotiation Department, Al-Moataz Publishing and Distribution, Jordan, 2015</li> <li>• Muhammad Al-Sayrafi, Negotiation, first edition, Dar Al-Fikr Al-Jami'i, Egypt, 2016</li> </ul>	Recommended books and references (scientific journals, reports...)
<a href="https://www.noor-book.com/?search_for=%D8%A7%D8%AF%D8%A7%D8%B1%D8%A9+%D8%A7%D9%81%D8%A7%D9%88%D8%B6">https://www.noor-book.com/?search_for=%D8%A7%D8%AF%D8%A7%D8%B1%D8%A9+%D8%A7%D9%81%D8%A7%D9%88%D8%B6</a>	Electronic References, Websites