

REQUEST FOR NEW COURSE

1. General Information.

- a. Submitted by the College of: Business and Economics Today's Date: 1/15/2010
- b. Department/Division: MBA
- c. Contact person name: Mary Lee Kerr Email: mkerr2@uky.edu Phone: 7-1924
- d. Requested Effective Date: Semester following approval OR Specific Term/Year¹: Fall 2010

2. Designation and Description of Proposed Course.

- a. Prefix and Number: MBA 617
- b. Full Title: Negotiations in the Supply Chain
- c. Transcript Title (if full title is more than 40 characters): Negotiations in Supply Chain Management
- d. To be Cross-Listed² with (Prefix and Number): No

e. Courses must be described by at least one of the meeting patterns below. Include number of actual contact hours³ for each meeting pattern type.

15 Lecture _____ Laboratory¹ _____ Recitation _____ Discussion _____ Indep. Study

_____ Clinical _____ Colloquium _____ Practicum _____ Research _____ Residency

_____ Seminar _____ Studio _____ Other – Please explain: _____

- f. Identify a grading system: Letter (A, B, C, etc.) Pass/Fail
- g. Number of credits: 1
- h. Is this course repeatable for additional credit? YES NO
- If YES: Maximum number of credit hours: _____
- If YES: Will this course allow multiple registrations during the same semester? YES NO

i. Course Description for Bulletin: This course focuses on developing negotiation skills in the supply chain improving the ability to diagnose situations, strategize, plan and engage in fruitful negotiations. Open only to One Year MBA students.

¹ Courses are typically made effective for the semester following approval. No course will be made effective until all approvals are received.

² The chair of the cross-listing department must sign off on the Signature Routing Log.

³ In general, undergraduate courses are developed on the principle that one semester hour of credit represents one hour of classroom meeting per week for a semester, exclusive of any laboratory meeting. Laboratory meeting, generally, represents at least two hours per week for a semester for one credit hour. (from SR 5.2.1)

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j. Prerequisites, if any: Prereq: MBA 600 through MBA 614

k. Will this course also be offered through Distance Learning? YES⁴ NO

l. Supplementary teaching component, if any: Community-Based Experience Service Learning Both

3. Will this course be taught off campus? YES NO

4. Frequency of Course Offering.

a. Course will be offered (check all that apply): Fall Spring Summer

b. Will the course be offered every year? YES NO

If NO, explain: _____

5. Are facilities and personnel necessary for the proposed new course available? YES NO

If NO, explain: _____

6. What enrollment (per section per semester) may reasonably be expected? 40 per section (total 80)

7. Anticipated Student Demand.

a. Will this course serve students primarily within the degree program? YES NO

b. Will it be of interest to a significant number of students outside the degree pgm? YES NO

If YES, explain: _____

8. Check the category most applicable to this course:

Traditional – Offered in Corresponding Departments at Universities Elsewhere

Relatively New – Now Being Widely Established

Not Yet Found in Many (or Any) Other Universities

9. Course Relationship to Program(s).

a. Is this course part of a proposed new program? YES NO

If YES, name the proposed new program: _____

b. Will this course be a new requirement⁵ for ANY program? YES NO

If YES⁵, list affected programs: _____

10. Information to be Placed on Syllabus.

a. Is the course 400G or 500? YES NO

If YES, the *differentiation for undergraduate and graduate students must be included* in the information required in **10.b**. You must include: (i) identification of additional assignments by the graduate students; and/or (ii) establishment of different grading criteria in the course for graduate students. (See *SR 3.1.4.*)

b. The syllabus, including course description, student learning outcomes, and grading policies (and 400G-/500-level grading differentiation if applicable, from **10.a** above) are attached.

⁴ You must *also* submit the Distance Learning Form in order for the proposed course to be considered for DL delivery.

⁵ In order to change a program, a program change form must also be submitted.

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Signature Routing Log

General Information:

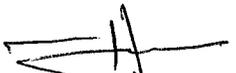
Course Prefix and Number: MBA 617

Proposal Contact Person Name: Mary Lee Kerr Phone: 7-1924 Email: mkerr2@uky.edu

INSTRUCTIONS:

Identify the groups or individuals reviewing the proposal; note the date of approval; offer a contact person for each entry; and obtain signature of person authorized to report approval.

Internal College Approvals and Course Cross-listing Approvals:

Reviewing Group	Date Approved	Contact Person (name/phone/email)	Signature
MBA Policy Committee (Gatton College)	11/24/2009	Merl Hackbart / 7-1627 / mhackbart@uky.edu	
Gatton College Faculty	2/5/2010	Merl Hackbart / 7-1627 / mhackbart@uky.edu	
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		/ /	
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External-to-College Approvals:

Council	Date Approved	Signature	Approval of Revision ⁶
Undergraduate Council			
Graduate Council		 2010.04.02 14:35:17 -04'00'	
Health Care Colleges Council			
Senate Council Approval		University Senate Approval	

Comments:

⁶ Councils use this space to indicate approval of revisions made subsequent to that council's approval, if deemed necessary by the revising council.

**Negotiations in the Supply Chain
MANAGEMENT 617
One credit
Syllabus for Spring 2010
Professor Giuseppe (Joe) Labianca
Room xxx**



CONTACT INFORMATION

Professor: Giuseppe (Joe) Labianca, Ph.D., Associate Professor of Management
Email: joelabianca@gmail.com
Office Phone: (859) 257-3741
Mobile Phone: (404) 428-4878
IM'ing me: Usually available on Google
Office: Room 455T
Office Hours: by appointment or drop-in (I'm usually in MTRF between 1 and 5pm)
Course Website: Gatton.uky.edu/faculty/Labianca; choose MGT617

MODULE OBJECTIVES

Participation in this module will help you to:

1. Effectively diagnose, plan and strategize for different negotiation situations in the supply chain.
3. Recognize how your negotiation goals will affect your negotiating process.
4. Manage the other party's impression of the negotiation, and deal effectively with hardball negotiating tactics.

MODULE OVERVIEW

This module focuses on developing your negotiating skills in the supply chain and making you a more confident negotiator. By the conclusion of this module, you will have improved your ability to diagnose negotiation situations, strategize and plan upcoming negotiations, and engage in more fruitful negotiations, even in situations where you are dealing with difficult negotiation partners.

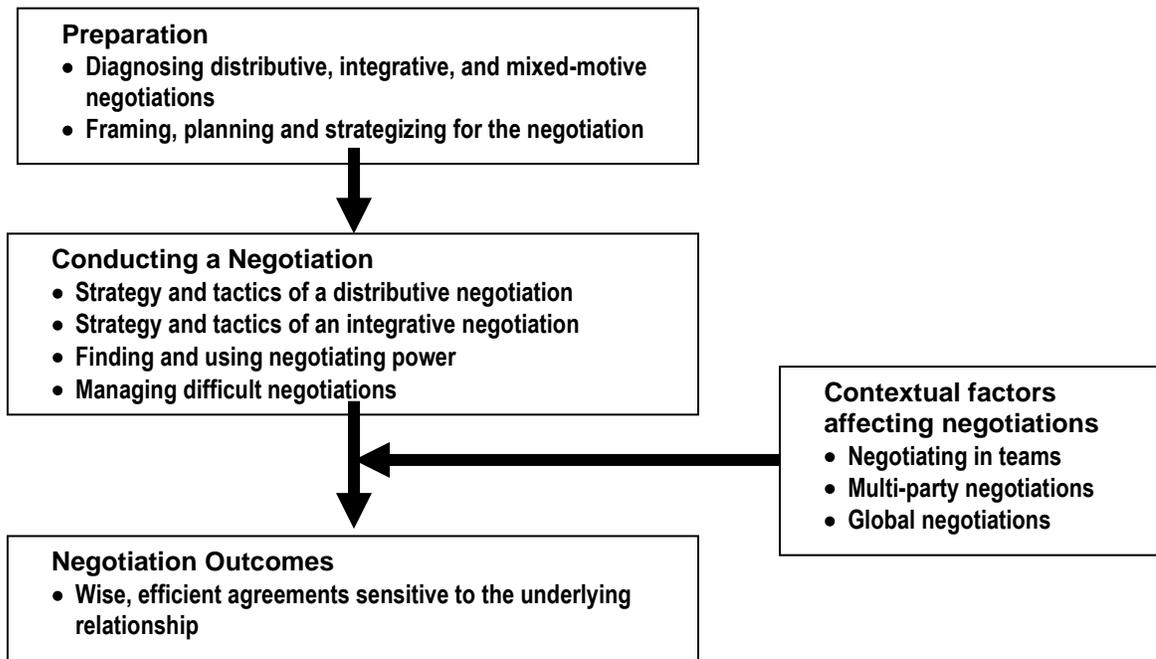
Because negotiating agreements is as much art as science, learning in this module will take place mainly by doing experiential exercises, and research on negotiations will be used to supplement this learning. You will be placed into numerous realistic negotiation settings, and you will need to prepare for, participate in, and analyze your negotiations.

READING MATERIALS

The following required texts and personal survey instrument are available online:

1. Lewicki, R.J., Barry, B., Saunders, D.M., & Minton, J.W. (2009). Essentials of Negotiation, fourth edition, Chapters 1-4. NY: McGraw-Hill Irwin. ISBN-10: 0-390-981206. Note: You must purchase this eBook online from Primis. It will cost \$14.90. The website for the eBook is:
<https://ebooks.primisonline.com/cgi/showebook.cgi?bookType=unselected&isbn=0390981206&x=51&y=16>
2. You are also required to purchase the experiential exercises that will be used throughout the class. They are copyrighted by Northwestern's DRRC. **You must go to the textbook desk at the UK Bookstore to purchase the access code for \$14 by Friday, January 28, 2010. You will not be able to receive a grade in this module if you haven't paid for the exercises.**

Overall Organization of the Negotiations Module



CLASS SESSIONS AND TEACHING PHILOSOPHY

I encourage you to speak your mind, ask questions, debate each other (and me), and even disagree with class material. This is NOT a stereotypical lecture-format module. In our class sessions, we use an experiential exercise to motivate our discussion, and most of the learning comes by doing, and then discussing what you've done. **Though in-class discussion is an important part of class, it is not required, and you will not be graded on what you say in class. However, please be aware that attendance is EXTREMELY important (see below).**

EXPECTATIONS ABOUT ATTENDANCE AND PARTICIPATION

This course emphasizes active learning through experiential learning. Most class periods will include an experiential component, and you will often be paired with other members of class in negotiation in advance of the class. Hence, **attendance is mandatory during sessions**. If you do not show up, your partner will not have a negotiating partner! If you have a reason you must miss class, please **provide 24-hours advanced notice (see below)**. Failure to provide advanced notice will result in the loss of a full letter grade (A drops to B, B to C, etc.).

You will be paired with other students ahead of class and asked to **prepare your role prior to coming to class**. I ask that you prepare in the following manner:

1. Read your role the day prior to class (by which point, everyone not coming to class will have already alerted me). Build this preparation period into your schedule ahead of time – there is no excuse for not being prepared!
2. Check your email address to see which role you should read, then download the role from the course website using the appropriate password (go to Gatton.uky.edu/faculty/Labianca; choose MGT617).
3. Prepare only your role – reading someone else's role is an honor code violation.

EXPECTATIONS ABOUT PROFESSIONAL BEHAVIOR

There are very high expectations about professional behavior in the classroom. The following unprofessional behaviors are disruptive to everyone, so please do not engage in them:

1. Arriving late or leaving early.
2. Holding side conversations, even if they are related to the class topic, while I am lecturing.
3. Inattention (e.g., reading unrelated materials or doing work for other classes).
4. This course is “unplugged.” Please turn off all computers, PDAs, phones, pagers, iPods, or other electronic devices (except pacemakers) during class meetings.

EVALUATION

Final grades will be assigned according to the following percentage point system:

A	90-100%	F	Below 70%
B	80-89%		
C	70-79%		

You will be evaluated on the basis of **three scored negotiations** (3.3% each; total of 10%) – a number of the negotiations you engage in during class will be graded based on your actual results achieved in the negotiation. Since the role plays differ, criteria will vary from one scenario to the next, and will be announced prior to the role play. **The results of your three negotiations will be used to form your grade. Note: If you have taken my undergraduate course in negotiations, you will be paired with another person who has taken the course previously.**

HONOR CODE

As with all classes and work conducted at the Gatton School of Business and Economics, the principles and articles of the Honor Code are in force. In addition, the following principles apply to this module:

- 1) For most negotiations, you will have both confidential, role-specific information, as well as general information that is shared by all participants. **You may not show your confidential role instructions to those with different roles either before or during the negotiations.** In addition, do not make up “facts” that materially change the nature of the case. You may not read other roles unless instructed to do so.
- 2) Do not borrow notes from people outside of class. Do not discuss cases or test material with people outside of class. **Class information stays in class.** All papers are confidential.
- 3) Students do not have access to prior exams. Viewing prior exams is an honor code violation.

If you have any questions about the Honor Code please contact me. The Honor Code is extremely important, and I expect that it will not be violated in my module.

OVERVIEW OF CLASS SCHEDULE

For each session, I have indicated themes that will be introduced and what you need to do in preparation for class.

Session Number & Date	Topics and Negotiations	Readings/Assignments
1. Monday, February 1	<ul style="list-style-type: none"> • Hour 1: Distinction between integrative and distributive negotiating • Hours 1-2: Negotiation 1 (Coffee Contract) – introductory negotiation between hotel and coffee supplier; introduces basic negotiating techniques • Hours 3-4: Negotiation 2 (Icarus Airlines) – negotiation between a buyer attempting to roll up the commuter airline market in an area, and a family-owned airline needing to sell due to financial distress; illustrates distributive negotiating techniques • Hour 4: Introduction to integrative negotiating 	<ul style="list-style-type: none"> 📖 Lewicki, Chapter 1 (The Nature of Negotiation): pp. 1-24 📖 Lewicki, Chapter 4 (Strategy & Planning): pp. 85-110
2. Tuesday, February 2	<ul style="list-style-type: none"> • Hours 1-2: Negotiation 3 (The Player) – negotiation between a Hollywood director and producer; illustrates basic integrative negotiating techniques, including prioritizing issues and logrolling • Hours 3-4: Negotiation 4 (Cobalt Systems) – negotiation between a U.S. computer manufacturer and a Korean computer manufacturer to potentially create a joint venture and share technology; illustrates Raiffa's techniques for formal negotiating, as well as integrative negotiating techniques; also illustrates international negotiation issues 	<ul style="list-style-type: none"> 📖 Lewicki, Chapter 2 (Strategy and Tactics of Distributive Bargaining): pp. 27-57.
3. Thursday, February 4	<ul style="list-style-type: none"> • Hour 1: Wrap up on international negotiations • Hours 2-4: Negotiation 5 (Harborco) – six-party negotiation among Harborco, other ports, governor, unions, environmental groups, and the federal government over whether to go forward with a new port project; illustrates negotiations in a multiparty setting requiring coalition formation 	<ul style="list-style-type: none"> 📖 Lewicki, Chapter 3 (Strategy and Tactics of Integrative Bargaining): pp. 58-84.
4. Friday, February 5	<ul style="list-style-type: none"> • Hours 1-2: Negotiation 6 (Strategic Alliances) – negotiation among three defense contractors over whether and how to create a strategic alliance to pursue a defense contract; illustrates team negotiations in a multiparty, asynchronous setting • Hour 3: Module wrap-up 	