Basic information

Course classification (starting semester) Spring / Summer semester

Day of the week / time: Basic edition is Tuesday 6th period, practice edition is concentrated

Course name

Graduate School (OSIPP): 310983 (Gymnastics Course of Knowledge)

Project Exercise (Negotiation I) M

Faculty of Law: 020624 Special Lecture (Basics of Negotiation)

Target affiliation: Graduate school (M) 1st and 2nd year, Faculty of Law 3rd and 4th year

Instructors: Daisaku Kubo, Tsuneo Osawa, John Ribeiro, Hisashi Onogi, Satoko Yamaguchi, Miseon Kim

Languages offered: Japanese, English

Class Objectives and Overview / Course Objective

What is required of people who want to work as social leaders regardless of field is "problem-solving ability". All that is required to proceed with problem solving is to engage in discussions with people with different backgrounds and opinions, engage discussions, promote dialogue, and structure the problem based on the collection and analysis of relevant information. Find out and share, seek out the right solution, and lead to a convincing solution for the people involved. At the core of such practical activities for problem solving is negotiation. This class aims to develop basic skills to tackle appropriate problem solving through negotiation. After learning the basics of negotiation and arbitration in the first half of the course the difference between the two will be clarified through the practice of mock negotiation and mock arbitration. In the second half of the course, I would like you to learn the basics of bargaining power that can be used for a lifetime through simulated negotiation and simulated arbitration. We also hope that a wide range of human resources will gather and contribute to the lessons from various perspectives.

Students can take classes mainly in English if they wish (details will be explained at the time of the orientation).

Learning Goals

(1) Acquire the ability of debate to structurally grasp and share problems by engaging discussions.

(2) Acquire the ability of dialogue for the creation of multiple problem-solving solutions and consensus building.

③ Get in the habit of continuous self-improvement

④ For those who wish to mainly speak English, the above ① and ② will be able to be done in English.

Requirements / Prerequisite

1. This class does not require any special negotiation experience or knowledge in the past, regardless of faculty or specialty. Welcome beginners to negotiate.

2. After taking this class, challenge the university competition (http://www.negocom.jp/) and experience negotiations and debates with people with diverse values (only for those who wish).

3. Auditors are welcome, but follow the lesson policy.

Special Note

If you need special consideration when attending this lecture due to disabilities, etc., please consult in advance and inform the instructor in charge of the lesson at an early stage such as the first class.

● Lecture date and time

The basic part of this class will be held every Tuesday for the 6th period, and the practical part will be held on Saturday as an intensive lecture.

[Date and time]

Basics

① April 12th (Tuesday) 6th period

② April 19th (Tuesday) 6th period

③ April 26th (Tuesday) 6th period

④ May 10th (Tuesday) 6th period

⑤ May 17th (Tuesday) 6th period

⑥ May 24th (Tuesday) 6th period

Practical edition <Intensive class>

It will be held on Saturdays in June and July. Details will be posted on CLE at a later date.

[Classroom] Lecture Theater on the 2nd floor of the OSIPP Building (may be an online lecture)

Class Plan

■ 1st (Tuesday, April 12th, 6th period)

(Theme) Learn from the experience of orientation and negotiations

-Learn from the learner's negotiation experience

\* Participants should read Fisher et al. (Translated by Nobuo Kanayama and Kazuko Asai) "Harvard-style Negotiation Techniques" (Mikasa Shobo / Intellectual Lifestyle Bunko) in advance, and in principle, 7 elements of the based negotiation method ((1) Separate problems from people. , ② Focus on interests rather than position, ③ Come up with options that are beneficial to both parties, ④ Emphasize objective criteria, ⑤ Prepare good “BATNA”, ⑥ Devise ways to make commitments , ⑦ Ensuring good communication (communication)) Be prepared to present your experience of negotiations, etc. in 3 minutes.

(We greatly welcome each person's ingenuity)

-Basics of the principle-based negotiation method

■ 2nd (Tuesday, April 19th, 6th period)

(Theme) Presentation & email that moves the other party

-Improvement of presentation of negotiation experience by the first participants

-Email is a negotiation!

-Discussion + Facilitation

-Looking back (writing an essay)

■ 3rd (Tuesday, April 26th, 6th period)

(Theme) Basic theory of negotiation ①

-Let's separate problems from people

-Focus on interests, not positions

-Emphasis on objective criteria

-Role play

-Looking back (writing an essay)

■ 4th (Tuesday, May 10th, 6th period)

(Theme) Negotiation practice

-Case-based negotiation practice & discussion

-Looking back (writing an essay)

■ 5th (Tuesday, May 17th, 6th period)

(Theme) Basic theory of negotiation ③

-Come up an option that is beneficial to both parties

-Prepare the best alternative (BATNA)

-Let's devise a way of making a promise

-Let's devise a good way of communicating (communication)

-Role play

-Looking back (writing an essay)

■ 6th (Tuesday, May 24th, 6th period)

(Theme) Basics of arbitration learned from arbitration cases

-Learn the basics of arbitration

-Understand the difference between arbitration and negotiation

-Experience a simple mock arbitration

Part II Practical Edition

(Teachers in charge: Daisaku Kubo, Tsuneo Osawa, John Ribeiro, Hisashi Onogi, Satoko Yamaguchi, Miseon Kim)

In the latter half of the practical course, preparations will be made among the students before the lesson, and in the lesson, through discussion, whiteboarding presentations and role play (simulated arbitration argument, simulated negotiation), the wisdom that supports the practice will be found and practiced to be refined. In addition, by emphasizing feedback (reflection) among students, we will enhance our ability to improve, which is essential for continuous growth.

■ 7th, 8th, 9th (Saturday, June, July) <Concentration>

(Theme) Preparation for arbitration by case Preparation of documents

-Prepare a brief for each party group

-Examine the contents of the prepared and exchanged briefs and make an argument

-Write a review of the performance of the mock arbitration argument on the day, as well as self-evaluation and self-evaluation on the review sheet.

■ 10th, 11th, 12th (Saturday, June, July) <Concentration>

(Theme) International commercial arbitration and full-scale case practice of arbitration

-Learn the basics of international commercial arbitration

-Implementing full-scale mock arbitration using past INC issues

-Write a review of the performance of the mock arbitration argument on the day, as well as self-evaluation and self-evaluation on the review sheet.

■ 13th, 14th, 15th (Saturday, June, July) <Concentration>

(Theme) Full-scale case practice of negotiations

-Implementation of full-scale mock negotiations

-Review the content of the negotiation policy memo created for each party group

-Learn how to prepare

-Reflection: Self-evaluation and self-evaluation

Type of Class Others

Independent Study Outside of Class

Do the homework shown each time.

Textbooks

Fisher et al. (Translated by Nobuo Kanayama and Kazuko Asai) "Harvard Style Negotiation Techniques" (Mikasa Shobo, Intellectual Lifestyle Library)

References

■ Fisher et al. (Translated by Ichiro Innami) "New Harvard-style Negotiation Techniques-How to Make the Most of Logic and Emotion" (Kodansha 2006)

■ Fisher et al. (Translated by Daisuke Iwase) "Harvard style negotiation technique: You can always get the" desired result "! (Mikasa Shobo 2011)

■ See also "Negotiation Casebook" edited by Yoshiaki Nomura and Shozo Ota (Commercial Law, 2005), and the homepage of the University Opposition Negotiation Competition (http://www.negocom.jp/).

■ Yoshiaki Nomura et al. "Lessons for middle and high school" citizens "created through discussions: Deep learning realized through negotiations" (Shimizu Shoin, 2018)

■ Maruhotra-Baiserman (translated by Tetsuo Morishita) "Master of Negotiations" (Nikkei Inc. 2010)

■ Tsuneo Osawa "Legal Dialogue Theory-Aiming to Be an Expert in Law and Dialogue" (Shinzansha 2004), Tsuneo Osawa "Lawyer Activities Created by Dialogue-Negotiation, ADR, Judicial Access, Legal Education" (Shinzansha Publisher) 2011)

Grading Policy

1. Positiveness in attending

2. Remarks and performance during class (including self-evaluation based on mutual evaluation sheets distributed in the latter half of class)

3. Subject essays on attendance requirements, content and quality of each review

4. Others The degree of contribution to the lesson will be comprehensively considered and evaluated.

・ Contribution (number of remarks, 50%) + Review sheet every time (20%) + Final report (summary of lecture, image of negotiator you want to aim for 30%)

Other Remarks

Class format: Lectures, exercises, practical subjects

\* This course is one of the Global Leadership Program. "Leadership Design", "Practical Global Leadership", "Negotiation Basics", "Negotiation I" in the first semester, "Negotiation", "Negotiation II", "Leadership with Management", "Thinking about Leadership" in the second semester

Global Leadership Program

http://www.osipp.osaka-u.ac.jp/leader/index.html

The instructor

Kubo Daisaku

Tsuneo Osawa, Visiting Professor (Lawyer)

John Ribeiro

Hisashi Onogi

Satoko Yamaguchi

Miseon Kim