**General Information**

**Semester**: Fall/Winter, Mondays 6th Period, Intensive Course

**Course Title:**

. Postgraduate - OSIPP: Project Seminar (Negotiation II) M

Course code: 310984

Undergraduate – Faculty of Law: Negotiation

Course code: 026202

**Credits:** 2

**Eligibility:** Postgraduate (Master’s) Student year 1 & 2.

Undergraduate (Faculty of Law) Student year 3 & 4.

**Instructors:** KUBODaisaku, Virgil Hawkins, Miseon Kim

**Language of the Course:** Japanese

**Course Objective**

“Negotiation” lies at the core of solving conflicts between nations and/or in any relationships among people. Taking advantage of the Intercollegiate Negotiation Competition (“INC”) that will be held in November, this course aims to cultivate advanced negotiation skills. Process of negotiation involves strategies for aiming a win-win result but also making a win-lose result through debates. In this course, you will learn arbitration and practice debates. Through taking this course, you will acquire skills to settle a dispute, facilitate team work, and build amicable relationship with the negotiating parties. Through the process of negotiation, you will encounter a different set of values and possibilities.

**Learning Goals**

* Reaching a better agreement with the negotiating party
* Practicing debates based on arbitration rules
* Acquire skills to facilitate groupwork

**Requirement / Prerequisite**

1. It is desirable that you have taken “Negotiation Basic / Negotiation I” in Spring/Summer semester. It is strongly recommended that you take the “Negotiation Basic / Negotiation I” if you wish to participate in INC.
2. Students are expected to work hard in class and preparation for class.
3. The course welcomes auditing students, however, the auditing students should attend with responsibility (that is, attending and contributing to the class until the end of the course)

**Special Note**

* In this class, you will practice negotiations and debates using example cases created by legal practitioners and academic experts. Interested students will have a chance to participate in INC which will take place at Sophia University in Tokyo on November 14th-15th (schedule may change). In INC, you will be assigned a case on a business conflict (created for this competition), negotiate and arbitrate on the case with representatives from other universities. Members who are not participating in INC (backup team) are expected to play an important role in preparation for the competition.
* If you have any problems such as disability and require assistance, please inform the OSIPP office and the instructor at your earliest convenience. Also, please note that this course includes the following:
  + Group work with each group consisting of more than five members. You will be working in your groups several times during class hours and outside of class hours;
  + Group discussions and group presentations on assigned themes

**Class Plan**

The course consists of more than 13 classes of 120 minutes each, instead of 15 classes of 90 minutes each (see below).

Class 0

Due to the schedule of INC 2021, preparation for INC starts before the start of Fall/Winter semester. For this reason, the students taking this course may be asked to meet prior to the start of this course. It is especially required that those who wish to participate in INC attend the selection of participants process. Students who have not taken “Negotiation Basic/Negotiation I” should be aware of the above. Also, please note that in case the schedule of INC is changed, schedules after Class 3 may also change, accordingly.

Class 1-2 ( October 4th Monday 6th and 7th period)

Class 3-8 ( October 11th, 18th, 25th, November 1st , 8th Monday 6th period

Class 9-12 (Intensive class)

Class 13 ( November 29th. Schedule may change)

Class 14 – 15 ( December 6th, December 13th. Schedule may change)

**Type of Class**　Other

**Independent Study Outside of Class**

* It is desirable that you have taken Negotiation Basic / Negotiation I in Spring/Summer semester.

**Textbooks**

１．Yoshiaki Nomura and Shozo Ota (2005), *Casebook for Negotiation* [*Kosho Casebook*], Tokyo: Shojihomu.

２．Past case from INC

（example case：14th INC case）<http://www.negocom.jp/pdf/upload/problem14_1105j.pdf>

**References**

* Roger Fisher, William Ury and Bruce Patton (2011), *Getting to Yes,* New York:Penguin Books.
* Roger Fisher, Daniel Shapiro (2006) *Beyond Reason:* *Using Emotions as You Negotiate*, New York: Penguin Books.
* Tsuneo Osawa (2004) , *Legal Dialog Theory* [*Hoteki Taiwaron*], Tokyo: Shinzansha.

※　It is recommended that you read the references above in advance before the start of the course.

**Grading Policy**

60 % : Your performance in mock negotiation and arbitration (this includes evaluation from instructors and from your classmates) , your performance in INC, review, reflection, and the Manual.

40% : Final essay

Grading policy will be explained in Class 1.

**Other Remarks**

Type of class: Seminars/ Practical Training Subject

* Throughout the course, you are asked to perform negotiation skills and leadership.
* Please refer to the following website for information about INC : <http://www.negocom.jp/>
* This course is part of the Global Leadership Program.

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

**Instructors**

KUBO Daisaku

Virgil Hawkins

ABE Yuka

YAMAGUCHI Satoko

Miseon Kim