**General Information**

**Course Title:**

Postgraduate - OSIPP: Project Seminar (Negotiation I) M

Course code: 310983

Undergraduate – Faculty of Law: Special Lectures (Negotiation Basic)

Course code: 020624

**Semester:** Spring / Summer

Basics: Tuesdays 6th period

Practical Training: Intensive classes

(please refer to “Schedule” for the dates)

**Credits:** 2

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

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

**Instructors:** KUBODaisaku**,** Miseon Kim, OSAWA Tsuneo,

**Language of the Course:** Japanese

**Course Objective**

“Problem Solving Skills” are qualities required for leaders in any fields. “Problem Solving” requires the following processes: communicating with people with different backgrounds and opinions; making sure that the discussion is aligned and that it is on the right track; collecting and analyzing relevant information; understanding and sharing the issue from a structural point of view;

searching for possible ideas for solution; and finally reaching an agreement that would gain members’ understanding.

What lies at the core of “Problem Solving” is “Negotiation”. With the first half of the course focusing on learning basics of negotiation and the latter half (intensive classes) on practical trainings, this course aims to develop basic skills for solving problems through the process of negotiation. The class expects to have students with different backgrounds so that the students are able to expand their view points. In the latter half of this course, you will practice mock negotiation and arbitration using the past questions from the Intercollegiate Negotiation Competition (“INC”). Therefore, you will be asked to spend an adequate amount of time for the preparation outside of class hours. Through these processes, we expect you to experience and learn “negotiation” which will surely become your lifetime skill.

**Learning Goals**

Being able to achieve the following ①-③ in situations involving many parties and-or issues :

① Improving debating skills: making sure that the discussion is on the appropriate track so that the parties are sharing the same understanding of the issues;

② Proposing diverse solutions to problems without being bounded by conventional fixed ideas, and cultivating basic communication skills to reach an agreement;

➂　Developing awareness on various issues that will nurture your personal growth.

**Requirement / Prerequisite**

1. This course welcomes students from different faculties and specialties, and those that have not experienced or learned negotiation in the past. We believe that learning with students from different backgrounds develops your scope of negotiation.
2. Students taking this course will aim at participating in INC < <http://www.negocom.jp/> > to further improve negotiation skills. For this reason, it is desirable that you wish to participate in this competition. (In the case there are a large number of applicants for this competition, we will carefully select applicants through their performances during role playing etc. in class).
3. **Make sure that you follow the instructions described in ■.**

(1) Your self-introduction and a statement explaining why you wish to take this course.

(2) A short essay about your experience when you had to solve a problem or when you had to

negotiate with someone to solve a problem.

■ Read Roger Fisher, William Ury and Bruce Patton’s *Getting to Yes* (Penguin Books, 3d ed., 2011) in advance and briefly describe your experience to the best of your ability. In doing so, it is desirable that you relate your experience to one or more of the following seven elements of “Principled Negotiation”:

①Separate People From the Problem (Relationship); ②Focus on Interests (Interests); ③Generate Options that satisfy interests (Options) ; ④Use Objective Criteria (Legitimacy); ⑤Prepare your BATNA (Best Alternative to Negotiated Agreement), which is the best alternative solution in case negotiating parties fail to reach an agreement; ⑥Contrive ways to make commitments (Commitment) ⑦Communicate effectively (Communication).

Please make a note in case your experience does not relate to any of the above.

* Be prepared to give a 3-minutes presentation on your experience above on the

first day of class.

(3) Image of a leader or a negotiator that you aim to become

Refer to someone or characters etc. that influenced you and describe the image of a leader or a negotiator that you aim to become. At the end of each class, you will evaluate your own performance based on this image and you will set a concrete goal for next class.

* (1), (2), and (3) should be written separately within one page in A4 format each.
* Please submit your statement to [glp@osipp.osaka-u.ac.jp](mailto:glp@osipp.osaka-u.ac.jp)
* The subject of the email should be “Negotiation Application Form (Your Name, Department, Student number)”
* Include information below in the header in the upper right corner of the page.

- Date of submission; title of your report (“Application Form”); department; your name; and student number.

1. Attendance to all class is a requirement for you to earn the credit for this course unless you have any special reasons.

**Special Note**

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 followings:

* discussion with classmates (pair works etc.);
* group work with each group consisting of 5-6 members. You will be working in your groups more than four times during class hours and outside of class hours;
* group discussions and group presentations on themes that you learn in class.

**Schedule**

Please see below for schedules of this course.

**【Basics】Tuesdays 6th Period**

① April 13th (Tuesday) 6th period

② April 20th (Tuesday) 6th period

③ April 27th (Tuesday) 6th period

④ May 11th (Tuesday) 6th period

⑤ May 18th (Tuesday) 6th period

**【Practical Training】Intensive classes\***

⑥　May 25th (Tuesday) 6th period

⑦⑧⑨June 5st (Saturday) 1st , 2nd, and 3rd period

⑩⑪⑫ June 19th (Saturday) 1st and 2nd period

⑬⑭⑮ July 3rd (Saturday) 1st, 2nd, and 3rd period

\*Please note that the time schedules for intensive classes on Saturdays are:

1st Period: 9:00-10:30 , 2nd Period : 10:40-12:10 , 3rd Period : 12:20–13:50

**Class Plan**

**Part I Basics**

(Instructors : KUBO Daisaku, Miseon Kim, OSAWA Tsuneo, NISHIJIMA Satoshi [guest instructor] )

* Class 1 (April 13rd, Tuesday 6th period)
* Class 2 (April 20th, Tuesday 6th period)
* Class 3 (April 27th , Tuesday 6th period)
* Class 4 (May 11th , Tuesday 6th period)

■　Class 5（May 18th, Tuesday 6th period）

**Part II Practical Training**

(Instructors: KUBO Daisaku, Miseon Kim, Tsuneo Osawa,)

Skills for negotiations cultivates through trying to follow your image of a leader/negotiator that you aim to become, along with daily practices such as reviewing your own performances.

In Part II, you will practice discussion, writing on white boards, presentation, and role playing (mock negotiations and arbitrations) during class hours. Therefore, you will be asked to prepare before you come into class. This training helps you improve your practicing skills. Also, by exchanging feedbacks among classmates, you will acquire the habit of improving yourselves.

* Class 6 (May 25th, Tuesday 6th period)
* Class 7, 8 and 9 (June 5th , Saturday 1st, 2nd, and3rd period) Intensive Class
* Class 10, 11 and 12 (June 19th , Saturday 1st and2nd period) Intensive Class
* Class 13, 14, and 15 (July 3rd , Saturday 1st, 2nd, and3rd period) Intensive Class

**Type of Class**　Other

**Independent Study Outside of Class**

Assignments are given during the course as written on this syllabus

**Textbooks**

Roger Fisher, William Ury and Bruce Patton (2011), *Getting to Yes,* New York:Penguin Books.

**Reference**

* Roger Fisher, Daniel Shapiro (2006) *Beyond Reason:* *Using Emotions as You Negotiate*, New York: Penguin Books.
* Roger Fisher and William Ury (2011), *Getting to Yes,* New York: Penguin Books.
* Yoshiaki Nomura and Shozo Ota (2005), *Casebook for Negotiation* [*Kosho Casebook*], Tokyo: Shojihomu.
* Deepak Malhotra and Max Bazerman (2008) *Negotiation Genius: How to Overcome Obstacles and Achieve Brilliant Results at the Bargaining Table and Beyond,* New York*: B*antam.
* Tsuneo Osawa (2004) , *Legal Dialog Theory* [*Hoteki Taiwaron*], Tokyo: Shinzansha.
* Tsuneo Osawa (2011), *Legal Activities Created through Dialog* [*Taiwa Ga Tsukuru Bengoshikatsudo*], Tokyo: Shinzansha.
* Intercollegiate Negotiation Competition official website: <http://www.negocom.jp/>

**Grading Policy**

1. Your active participation in class (including attendance)
2. Quality of your performance in class, including comments that you make (this will also include evaluation of your performance that you receive from peer review, written on the reflection sheet)
3. The short essay about your experience that you submit as a requirement for taking this course, contents and qualities of the reflection sheets that you complete after each class.
4. In addition to the above, you will be evaluated comprehensively through your contribution to class.

**Other Remarks**

Type of class: Lectures, Seminars, Practical Training Subject

※This course is part of the Global Leadership Program.

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

Students can learn leadership more effectively by taking other courses in this program.

**Instructors**

KUBO Daisaku

Miseon Kim,

OSAWA Tsuneo (Guest Professor, Lawyer)

ABE Yuka

YAMAGUCHI Satoko