



### Course Description Form

<b>Description Course</b>	<b>Negotiation Management</b>
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This course description provides a brief summary of the most important characteristics of the course and the learning outcomes expected of the student to achieve, demonstrating whether he has made maximum use of the available learning opportunities. These characteristics have to be matched with the description of the program.

1. Educational Institution	<b>Shatt Al-Arab University College</b> 
2. Department / Center	<b>Business Administration</b>
3. Course Title /Code	<b>Negotiation Management</b>
4. Lecturer Name	<b>Dr . Zine El Abidine Jassim</b>
5. Type of Teaching	Attendance Class
6. Academic Year /Term	First Semester – Stage ( <b>No</b> )
7. Total No. of Teaching Hours	30

8. Date of Preparing this Course  
Description

2-10-2022

### 9. Course Objectives

<b>a. Providing students with the most important principles and basics of (Negotiation Management)</b>
<b>b. Teaching students how to apply (Negotiation Management)</b>
<b>c. Providing graduates with the necessary knowledge on (Negotiation Management)</b>
<b>d. Improving the administrative skills in the field of (Negotiation Management)</b>
<b>e. Providing graduates with the skills of education and creative learning.</b>

### 10. Course Output, Methodology and Evaluation

#### (A) Cognitive Objectives

<b>a. Enabling students to acquire knowledge and the art of (Negotiation Management)</b>
<b>b. Acquainting students with how to promote their personal knowledge.</b>
<b>c. Helping students to acquire knowledge in the art of I T (Negotiation Management)</b>
<b>d. Enabling students to sharpen their skills in the dynamic work environment.</b>
<b>e. Enabling students to invest their scientific abilities in their working place in the scope of (Negotiation Management)</b>
<b>f. Helping students to get the necessary knowledge to solve problems (Negotiation Management)</b>

**(B) Skill Objectives Related to the Program:**

<b>a. Scientific Skills</b>
<b>b. Leadership Skills</b>
<b>c. Skills Related to Administrative Work Challenges</b>

## Methods of Teaching and Learning

<b>a. Using already- prepared lectures.</b>
<b>b. Using up-to-date data shows.</b>
<b>c. Homework</b>
<b>d. Adopting group discussions.</b>

## Methods of Evaluation

<b>a. Oral tests</b>
<b>b. Monthly tests</b>
<b>c. Daily quizzes</b>
<b>d. Students' Regular Attendance</b>

## (C) Sentimental and Value Objectives

<b>a. Realizing ethical objectives.</b>
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<b>b. Commitment to university traditions.</b>
<b>c. Compliance with the University Instructions and the Ministry Regulations.</b>
<b>d. Promoting students' personal abilities in educational scopes and how to behave well with others.</b>

### Methods of Teaching and Learning

<b>a. Lectures on university instructions.</b>
<b>b. Educational guidance lectures.</b>
<b>c. Continuous directing.</b>
<b>d. Visiting State and private institutions.</b>
<b>e. Showing practical cases.</b>

### Methods of Evaluation

<b>a. Daily quizzes.</b>
<b>b. Classroom discussions and commitment to ethics and sublime values.</b>

**c. Special marks for class activities.**

**d. Monthly and quarterly evaluation.**

**D) General and Qualitative Skills (other skills related to the ability of employment and personal development)**

**a. Enabling students to acquire the skill and art of (Negotiation Management)**

**b. Enabling students to apply creative thinking in (Negotiation Management)**

**c. Enabling students to use modern methods of analysis and conclusions.**

**d. Enabling students on (Negotiation Management)**

## 11. Course Structure

<b>Week</b>	<b>No of Hours</b>	<b>Required Learning Output</b>	<b>Title of Subject</b>	<b>Teaching Method</b>	<b>Evaluation</b>
1	2	student understands the subject	<b>Introduction to negotiation</b>	<ul style="list-style-type: none"> <li>- lectures</li> <li>- case study</li> <li>-discussions</li> </ul>	<ul style="list-style-type: none"> <li>- oral tests</li> <li>-questions</li> </ul>
2	2	student understands the subject	<b>Collective and social negotiation in light of the relationship between the organization and society</b>	<ul style="list-style-type: none"> <li>- lectures</li> <li>- case study</li> <li>-discussions</li> </ul>	<ul style="list-style-type: none"> <li>- oral tests</li> <li>-questions</li> </ul>
3	2	student understands the subject	<b>Negotiation and conflict resolution within the organization</b>	<ul style="list-style-type: none"> <li>- lectures</li> <li>- case study</li> <li>-discussions</li> </ul>	<ul style="list-style-type: none"> <li>- oral tests</li> <li>-questions</li> </ul>
4	2	student understands the subject	<b>Negotiating decision making and problem solving</b>	<ul style="list-style-type: none"> <li>- lectures</li> <li>- case study</li> <li>-discussions</li> </ul>	<ul style="list-style-type: none"> <li>- oral tests</li> <li>-questions</li> </ul>

5	2	student understands the subject	Negotiating and solving administrative problems within the organization	<ul style="list-style-type: none"> <li>- lectures</li> <li>- case study</li> <li>-discussions</li> </ul>	<ul style="list-style-type: none"> <li>- oral tests</li> <li>-questions</li> </ul>
6	2	student understands the subject	Negotiation Information Systems	<ul style="list-style-type: none"> <li>- lectures</li> <li>- case study</li> <li>-discussions</li> </ul>	<ul style="list-style-type: none"> <li>- oral tests</li> <li>-questions</li> </ul>
7	2	student understands the subject	Information management in the negotiation process	<ul style="list-style-type: none"> <li>- lectures</li> <li>- case study</li> <li>-discussions</li> </ul>	<ul style="list-style-type: none"> <li>- oral tests</li> <li>-questions</li> </ul>
8	2	student understands the subject	Contracts and Negotiation Management	<ul style="list-style-type: none"> <li>- lectures</li> <li>- case study</li> <li>-discussions</li> </ul>	<ul style="list-style-type: none"> <li>- oral tests</li> <li>-questions</li> </ul>
9	2	student understands the subject	Negotiating with third parties	<ul style="list-style-type: none"> <li>- lectures</li> <li>- case study</li> <li>-discussions</li> </ul>	<ul style="list-style-type: none"> <li>- oral tests</li> <li>-questions</li> </ul>



10	2	student understands the subject	Negotiation in the purchase process	<ul style="list-style-type: none"> <li>- lectures</li> <li>- case study</li> <li>-discussions</li> </ul>	<ul style="list-style-type: none"> <li>- oral tests</li> <li>-questions</li> </ul>
11	2	student understands the subject	Negotiation, sales operations, acquisition and investment of customers	<ul style="list-style-type: none"> <li>- lectures</li> <li>- case study</li> <li>-discussions</li> </ul>	<ul style="list-style-type: none"> <li>- oral tests</li> <li>-questions</li> </ul>
12	2	student understands the subject	Strategies to Obtain Consent Despite Conflicts of Interest	<ul style="list-style-type: none"> <li>- lectures</li> <li>- case study</li> <li>-discussions</li> </ul>	<ul style="list-style-type: none"> <li>- oral tests</li> <li>-questions</li> </ul>
13	2	student understands the subject	Negotiating leadership Leading the negotiation team	<ul style="list-style-type: none"> <li>- lectures</li> <li>- case study</li> <li>-discussions</li> </ul>	<ul style="list-style-type: none"> <li>- oral tests</li> <li>-questions</li> </ul>
14	2	student understands the subject	Negotiation requirements in light of globalization	<ul style="list-style-type: none"> <li>- lectures</li> <li>- case study</li> <li>-discussions</li> </ul>	<ul style="list-style-type: none"> <li>- oral tests</li> <li>-questions</li> </ul>

15	2	student understands the subject	Negotiation requirements in light of globalization	<ul style="list-style-type: none"> <li>- lectures</li> <li>- case study</li> <li>-discussions</li> </ul>	<ul style="list-style-type: none"> <li>- oral tests</li> <li>-questions</li> </ul>
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## 12. Infrastructure

a. Textbooks	<b>Arrival of negotiation</b>  <b>Dr.. Nader Ahmed Abu Sheikha</b>
b. References	<b>negotiation</b>  <b>Dr . Mohsen Ahmed Al-Khudairi</b>
c. Recommended books and periodicals (journals, reports, etc.)	<b>Journals and reports dealing with negotiation management</b>
d. Electronic references, internet websites, etc	<b>Websites dealing with negotiation management</b>

### 13. The Plan of Improving the Course

<p><b>a. Studying labor market needs.</b></p>
<p><b>b. Be informed of the experiences of other countries in the field of (Negotiation Management)</b></p>
<p><b>c. Be informed of research work published in national and international journals in the field of Principles of (Negotiation Management)</b></p>