

 **University: Shatt Al-Arab University**

**College:College of Aministration and Economics**

**Department: Business Administration**

**The second stage**

**Name of the three lecturers: Dr.ZainAlabdeen Jasim mohammed**

**Academic title:** Lecturer. Dr

**Qualification: Doctor of Philosophy in Business**

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| Zain alabdeen jasim mohammed | **Name** |
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|  Negotiation Management | **Subject** |
| the seconed course - the semester system | **annual decision** |
| Understanding the areas of benefit from Negotiation management in administrative practices Developing students’ mental abilities in the theoretical and research fields as it contains many case studies and forming a general understanding of them.Developing awareness about the areas of Negotiation management, its decisions, functions and goals, which contribute to developing the reality of administrative practices related to working individuals.  | **Article objectives** |
| The theoretical approach relates to basic concepts of Negotiation mangement , its systems, decisions, traditional and modern approaches, and risk prediction. | **M** |
|  . **Arrival of negotiation****Dr.. Nader Ahmed Abu Sheikha**  | **Textbooks** |
| Topics, articles and research are used from websites on the Internet | **External sources** |
| Research is relied upon for all details of the approved source chapters and is taken into consideration when evaluating students  | **Additional information** |

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| **final exam** | **daily exams** | **Laboratory** | **Semester** | **class grades** |
| **60%** | **20%** | **-** | **20%** |

**weekly lesson schedule**

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| **Notes** | **Scientific material** | **Theoretical material** | **Date** | **Week** |
| Interpretation and analysis | Theoretical explanation |  **Introduction to negotiation** |   | **1** |
| Interpretation and analysis | Theoretical explanation |  **Collective and social negotiation in light of the relationship between the organization and society** |  | **2** |
| Interpretation and analysis | Theoretical explanation | **Negotiation and conflict resolution within the organization**  |  | **3** |
| Interpretation and analysis | Theoretical explanation |  **Negotiating decision making and problem solving** |  | **4** |
| Interpretation and analysis | Theoretical explanation | **Negotiating and solving administrative problems within the organization** |  | 5 |
| Interpretation and analysis | Theoretical explanation |  **Negotiation Information Systems** |  | 6 |
| Interpretation and analysis | Theoretical explanation |  **Information management in the negotiation process** |  | 7 |
| Interpretation and analysis | Theoretical explanation | **Contracts and Negotiation Management**  |  | 8 |
| Interpretation and analysis | Theoretical explanation |  **Negotiating with third parties** |   | 9 |
| Interpretation and analysis | Theoretical explanation |  **Negotiation in the purchase process** |   | 10 |
| Interpretation and analysis | Theoretical explanation |  **Negotiation, sales operations, acquisition and investment of customers** |   | **11** |
| Interpretation and analysis | Theoretical explanation |  **Strategies to Obtain Consent Despite Conflicts of Interest** |  | **12** |
| Interpretation and analysis | Theoretical explanation | **Negotiating leadership Leading the negotiation team** |  | **13** |
| Interpretation and analysis | Theoretical explanation |  **Negotiation requirements in light of globalization** |  | **14** |
| Interpretation and analysis | Theoretical explanation |   **Negotiation requirements in light of globalization** |  | **15** |