



University: Shatt Al-Arab University
College: College of Administration and Economics

Department: Business Administration
The second stage

Name of the three lecturers:
**Dr. Zain Alabdeen Jasim
mohammed**

Academic title: Lecturer. Dr
Qualification: Doctor of Philosophy in Business

Name	Zain alabdeen jasim mohammed
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Subject	Negotiation Management
annual decision	the second course - the semester system
Article objectives	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.
M	The theoretical approach relates to basic concepts of Negotiation management, its systems, decisions, traditional and modern approaches, and risk prediction.
Textbooks	. Arrival of negotiation Dr.. Nader Ahmed Abu Sheikha
External sources	Topics, articles and research are used from websites on the Internet
Additional information	Research is relied upon for all details of the approved source chapters and is taken into consideration when evaluating students

class grades	Semester	Laboratory	daily exams	final exam
	%20	–	%20	%60

weekly lesson schedule


Week	Date	Theoretical material	Scientific material	Notes
1	27/1/2025	Introduction to negotiation	Theoretical explanation	Interpretation and analysis
2	3/2/2025	Collective and social negotiation in light of the relationship between the organization and society	Theoretical explanation	Interpretation and analysis
3	10/2/2025	Negotiation and conflict resolution within the organization	Theoretical explanation	Interpretation and analysis
4	17/2/2025	Negotiating decision making and problem solving	Theoretical explanation	Interpretation and analysis
5	24/2/2025	Negotiating and solving administrative problems within the organization	Theoretical explanation	Interpretation and analysis
6	3/3/2025	Negotiation Information Systems	Theoretical explanation	Interpretation and analysis
7	10/3/2025	Information management in the negotiation process	Theoretical explanation	Interpretation and analysis
8	17/3/2025	Contracts and Negotiation Management	Theoretical explanation	Interpretation and analysis
9	24/3/2025	Negotiating with third parties	Theoretical explanation	Interpretation and analysis

10	31/3/2025	Negotiation in the purchase process	Theoretical explanation	Interpretation and analysis
11	7/4/2025	Negotiation, sales ,operations acquisition and investment of customers	Theoretical explanation	Interpretation and analysis
12	14/4/2025	Strategies to Obtain Consent Despite Conflicts of Interest	Theoretical explanation	Interpretation and analysis
13	21/4/2025	Negotiating leadership Leading the negotiation team	Theoretical explanation	Interpretation and analysis
14	28/4/2025	Negotiation requirements in light of globalization	Theoretical explanation	Interpretation and analysis
15	5/5/2025	Negotiation requirements in light of globalization	Theoretical explanation	Interpretation and analysis



Assistant Lecturer

D.r Zain ALAbidean J. Mohammed



Head of Deptment

D.r Zain ALAbidean J. Mohammed