

Course Description Form – Negotiation management

1. Course Name	
Negotiation mangment.	
2. Course Sign :	
WBA-42-05	
3. Semester/year	
Second Course	
4. Date of preparation of this description:	
15/9/2025	
5. Available attendance forms	
In-person + electronic (when needed, for example, giving tests)	
6. Number of study hours (total) / number of units (total) :	
3 hours / 3 units	
7. Course Admin Name	
Name: Ast. Prof. Dr. Daa Faleh Bannai Email: diaa.alwan@uowa.edu.iq	
8. Course Objectives	
Objectives of the course	<ol style="list-style-type: none"> 1. Identify the concept, foundations, principles and importance of negotiation skills. 2. Raising the level of performance of the work of organizations in the public and private sectors by providing them with a human resource that has the ability to conduct the negotiation process with others at all times and circumstances . 3. Attempting to enrich the educational aspect with all scientific methods in the field of specialization in a manner commensurate with the development in the environment in general .
9. TEACHING AND LEARNING STRATEGIES	
LEARNING STRATEGIES	<p>Students are divided into parties (buyer/seller, company/union, state/country) and given each party confidential information and specific objectives.</p> <ol style="list-style-type: none"> 1. Case Study Analysis of famous negotiating situations in the world of business or politics (e.g. corporate merger negotiations, labor strike negotiations, peace agreements). 2. Guest Lectures Invite negotiation professionals (sales negotiator, legal mediator, diplomat, procurement officer) to explain their experiences and provide practical advice.

10. Course Structure					
Week	Hours	Intended Learning Outcomes	Module / Course Name or	method of learning	Valuation method
1	3	- The concept of negotiation distinguishes it from close concepts such as persuasion and bargaining. - The basic characteristics of any negotiating position.	Introduction to Negotiation	Lecture + Discussion	Direct oral questions
2	3	- Understanding the nature of the relationship between the organization and society and its main parties (government, associations, activists). - For a negotiating strategy to deal with issues of social responsibility and reputation.	Collective and social bargaining in light of the relationship between the organization and society	Lecture + Participation	Quiz
3	3	- Diagnosing the sources and types of organizational conflicts (vertical, horizontal, functional). - To play the role of mediator in resolving disputes between individuals or departments.	Negotiation and conflict resolution within the organization	Lecture + Panel Discussion	Short Report
4	3	- Integrating negotiation tools into the collective decision-making process. - Apply creative problem-solving techniques (e.g.	Decision-making/problem-solving difficulty	Lecture	school work, ought, duty, onus, must, task, trust, imperative, obligation, office

		brainstorming, causal root analysis) to find options that meet the interests of the parties.			
5	3	- Analyze common administrative problems (allocation of resources, powers, priorities) from a negotiating perspective.	Negotiating and resolving administrative problems within the organization	Lecture + Case Study	You are on my side, aren't you?
6	3	- Evaluate the credibility of sources of information about the other party and the context of the negotiation. - Using technological tools to collect and analyze information supporting the negotiation process.	Information Systems.		
8	3	- Planning the information management strategy during the negotiation (what will be revealed? ... And why?	Information Management in the Negotiation Process	Lecture + review of different organizations	Pop quiz
9	3		Ex- 1		
10	3	- Define the essential elements of the contract from a negotiating perspective. - Explain the legal risks associated with specific contractual clauses.	Contracting and Negotiating Management		Short Report
11	3	- Identify the unique characteristics of negotiating with external parties (suppliers, customers, organizers). - Apply appropriate	Negotiation with third parties	Lecture	Quiz

		negotiation strategies to deal with different cultures.			
12	3	- Identify bargaining power factors in the procurement context. - To calculate the total cost of ownership (TCO) and not just the purchase price.	purchase_error	Lecture	storage
13	3	- Handle customer objections constructively as an opportunity to negotiate. - To design customized offers that meet the specific needs of the client.	Negotiation, sales, and customer acquisition and investment		
14	3	- Transforming the situation from a "win-loss" situation to a "win-win" situation by focusing on interests and not positions. - Use strategies to build confidence and manage emotions in high-stress situations.	Strategy for Obtaining Consent Despite Conflicts of Interest	Lecture + Panel Discussion	Pop quiz.
15	3		Ex-2		
11. Course Evaluation					
Score distribution from 50:					
<ul style="list-style-type: none"> • First Exam 20 • Paper II 20 • Attendance 2 marks • 5 shades • Activity 3 					
12. Learning and Teaching Resources					
Required textbooks			Negotiation Department (Dr. Sameh Abdul Muttalib Amer, Dr. Alaa Mohammed Sayed		

	Qandil , Dr.Nabih Mohammed Mohammed Al-Saidi)
Main reference	"Negotiation" by Roy J. Lewicki, David M. Saunders, and Bruce Barry
Support reference	"The Art of Effective Negotiation: Foundations, Skills and Strategies", Ibrahim Mohamed Qassem , 2008 , Dar Al-Fikr Al-Arabi , Cairo – Egypt .
Electronic references, websites ,.....	Iraqi Academic Journals Website – Negotiation Management Topics..