SYLLABUS PART II

MGT 219S – NEGOTIATED DECISION MAKING
3 CREDIT HOURS

Section/Term:	**MGT219S-851FL (Fall Late2026)**
Class Meeting Time:	Online
Required Items:	TEXTS: Negotiation- Ninth Edition – Lewicki, Barry, & Saunders – ISBN-9781265827885 Negotiation (Readings, Exercises, and Cases) Seventh Edition - ISBN – 978-0-07-786242-8
Instructor:	Alan Kasprzak, Adjunct Instructor Antioch University McGregor-Yellow Springs, OH Master of Arts in Management, 2010 University of Wisconsin--Milwaukee WI Bachelor of Arts in Education, 1971
Preferred Method of Contact:	**Email:** akasprzak@edisonohio.edu **Phone:** 937-307-7368
Virtual Office/ Hours	Fridays Online 1:00 PM- 4:00 PM
Faculty Contact:	If you have questions or concerns, please contact me via email with the course name and number in the subject line (MGT219S-851FL) through your Edison State email. You are welcome to set up an appointment to meet virtually via Teams or Zoom.

NOTE: If using McGraw Hill textbook, the pages might be off than the paper version. Please read homework to find more detailed instructions. Be advised that you have a choice of purchasing, renting a textbook, or using the electronic copy of the book.

Weekly Schedule of Topics, Activities, and Assignments

Week 1: **October 19 – October 25**

Topics: The Nature of Negotiation; Negotiation Fundamentals; Strategy and Tactics, of Distributive Bargaining; Strategy and Tactics of Integrative Negotiation; Negotiation Strategy and Planning; Ethics in Negotiation

Read: Text: Chapters 1, 2, 3, 4, 5 – pages 1-190

Assignment 1: Case Text **–** Questionnaire **-** Personal Bargaining Inventory – pages 701-703

Exam 1: Chapters 1, 2, 3, 4, 5

Week 2: **October 26 – November 01**

Topics: Perception, Cognition, and Emotion; Communication; Finding and Using Negotiation Power; Influence

Read: Text Chapters 6, 7, 8, 9 – pages 191-317

Assignment 2: Case Text – Case 1 – Pacific Oil Company- pages 609-635

Exam 2: Chapters 6, 7, 8, 9

Week 3: **November 02 – November 08**

Topics: Relationships in Negotiation; Agents, Constituencies, and Audiences; Coalitions; Multiple Parties, Groups, and Teams in Negotiation

Read: Text Chapters 10, 11, 12, 13 – pages 318-434

Assignment 3: Case Text – Case 2 – Pandas for San Diego Zoo- pages 609-635

Exam 3: Chapters 6, 7, 8, 9

Week 4: **November 09 – November15**

Topics: Individual Differences I: Gender and Negotiation; Individual Differences II: Personality and Abilities

Read: Text Chapters 14, 15 – pages 435-47

Assignment 4: Case Text – Case 7 – Sick Leave- pages 689 - 698

Exam 4: Chapters 14, 15

Week 5: **November 16 – November 22**

Topics: Managing Negotiation Impasses; Managing Difficult Negotiations; Third-Party Approaches to Managing Difficult negotiations

Read: Text Chapters 17, 18, 19 – pages 509-590

Assignment 5: Case Text – Case 3 – Collective Bargaining of Magic Carpet Airlines - pages 653 - 691

Exam 5: Chapters 17, 18, 19

Week 6: **November 23 – November 29**

Topics: Best Practices in Negotiations

Read: Text Chapter 20 – pages 592-602

Assignment 6: Case Text – Case 4 – Bargaining Strategy in Major League Baseball- pages 662 - 671

Exam 6: Chapter 20

Week 7: **November 30 – December 06**

Topic: Research Report

Week 8: **December 07 – December 13**

Topic: Research Report Due by Sunday, end of day.

Homework Assignment Expectations

Weekly Homework

Questionnaire and Cases study assignments are due by Sunday, end of day of assigned week.

Exams

Four exams will be given in this class. They are to be taken in Blackboard and are due as indicated. ***Late exams will not be accepted.***

Research Report

A research report. Examples of topics may include:

- research and analyze a negotiation as reported in the media e.g. labor management dispute, international negotiations, major business deals
- research and analyze a negotiator e.g. Kissinger, Jesse Jackson
- Actual interviews with car dealers, real estate salesman, insurance adjusters, often provide interesting experiences
- writing a "personal case" based on your own negotiating experience. Write a case that describes your experience and then analyzes the events.
- negotiate for something of personal value and then write a paper on your experiences. Plan and execute an actual negotiation during the span of this class and write a paper on it.

Write a report, summarizing your topic and *integrate it* with learning from the class and references from the text. Your report should be a minimum of 1000 words and a maximum of 1500. The report should be written in Times New Roman, 12 pt. type, double-spaced with one-inch margins. Proper grammar, punctuation, organization, are required. Please use MLA style for your citations. The report will be graded on content, proper grammar, style, format, and citations. It is due no later than 11:59 pm on the Sunday of finals week. *No late papers will be accepted.*

Coursework will be graded for accuracy and completeness. Final grade will be determined by the quality and quantity of work according to the above schedule of accumulated points. The instructor reserves the right to raise or lower the final grade based on the student's in-class participation, attendance, or other circumstances.

PLEASE NOTE: Proper spelling, grammar and punctuation will be expected and will be part of your grade. The instructor reserves the right to reject any written assignment with five or more grammatical errors.

The grade book function of Blackboard will be used in this course. Up to date grades will be found in that area.

Policy Statements

Class Participation

Participation is important to success in this class. Attendance in this class is defined as staying on target with reading assignments, participation in class discussions, posting to discussion boards, timely reading and responding to emails, and meeting deadlines as outlined in the syllabus. It is not simply logging into the blackboard site.

Communication

I can be reached by email during this course. I will respond to your email within 48 hours of receiving the communication. To facilitate a quicker response, please list your name and MGT 219S in the subject line of the email. For example, Edison Student-MGT 219S. Discussion board and Group Work participation are required in this course. See the grading information for information on what should be included in each discussion board posting.

Academic Integrity

Sharing of ideas and a work-group atmosphere will be encouraged. However, each student is expected to do his or her own work on assignments and projects. The ECC Academic Honesty Policy will be adhered to. Please refer to your student Handbook posted on the Edison Website.

If a student is found to have cheated or copied another's work, the student will receive no credit for the assignment, and the assignment may not be resubmitted nor substituted.

Use of Artificial Intelligence Policy:

Please review our AI Policy: https://www.edisonohio.edu/sites/default/files/2025-05/3358-7-20_artificial_intelligence.pdf

Academic Support

*Learning Center

The Edison Community College Learning Center is available to help students by offering a wide range of programs and services to support learning. There are tutors available in a variety of subjects. You may either stop in while on campus or call to find out information on when tutors for specific subjects are available. The Learning Center is in the library and is open:

- Monday - Thursday 8:30am - 7pm
- Friday 8:30am - 4pm

You can contact the Learning Center by calling 937-778-8600, Ext 7956 or 7959, or visit their website at http://www.edisonohio.edu/LearningCenter/

*Library

The Edison Community College Library exists primarily to function as a full partner in the teaching and learning process, as the major information resource on campus. The library is open:

- Monday - Thursday 8:30 am - 7pm

- Friday 8:30 am - 4pm

You can contact the library at 937-778-8600 Ext. 7950 or visit their website at http://www.edisonohio.edu/library

Computer Labs

Computers are available for Internet research in the Internet Café. Other computer labs and facilities are available on both campuses. In the event of home computer difficulties, students are expected to see out other school or community computer resources.

Disability Policy

Edison Community College will make reasonable accommodation for people with documented disabilities. If you feel you require accommodation based on the impact of a disability, please make an appointment with the Coordinator of Disability Support Services in room 160. She will work with you and your instructor to ensure that appropriate accommodation is provided. Please contact 1-800-922-3722 ext. 7837.

Core Value

The Core Values are a set of principles which guide in creating educational programs and environments at Edison. They include communication, ethics, critical thinking, human diversity, inquiry/respect for learning, and interpersonal skills/teamwork. The goals, objectives and activities in this course will introduce/reinforce these Core Values whenever appropriate.

Testing Your Faith Act Policy

Edison State Community College is committed to providing an environment respectful of students' beliefs. Students are permitted to be absent for up to 3 days each semester based on their faith, religion, or spiritual belief system with no academic penalty. Students must complete the Testing Your Faith Act Accommodations Form, https://www.edisonohio.edu/services-support/registration-records,, located in "Forms" and provide a copy to their individual faculty within 14 days from the start of the course. The entire policy can be found in the student handbook at https://www.edisonohio.edu/sites/default/files/2025-06/Student_Handbook.pdf.

Evaluation Methods

Course will be graded on the following activities

5 Case Studies	250 points	(50 pts each)
19 Quizzes	600 points	(31.579 points each)
1 Research Report	150 points	
TOTAL POINTS	1000 total points	

Grading Scale

90-100%	A
80-89%	B
70-79%	C
60-69%	D
00-59%	F