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Prof. Dr. Thomas S. Lontzek

Strategic Negotiations SS26

The aim of this seminar is to develop your negotiation strategy and improve your negotiation skills. After a general introduction to basic concepts of negotiations you will actively negotiate as part of many negotiation cases, for example from the Harvard Program on Negotiation. Thus, theory and examples will be followed by immediate application of the methods learnt. Your will have to deal with 1x1 negotiations, group negotiations, video analyses, mediation training and preparation strategies. You will encounter a wide range of negotiation settings, such as job and salary negotiations, business negotiations, sustainability negotiations, intercultural negotiations, international conflict resolution, online video negotiations and of course student vs. professor negotiations. This seminar can also be quite entertaining, but of course students need to participate actively.

Learning Goals: prepare for a negotiation, understand fundamental theories of strategic behavior in negotiations, quickly identify and adapt to the negotiation environment, learn to control your personal strengths and weaknesses in negotiations.

Examination Format: Group presentation of a negotiation case (50% of the grade), written report (paper) on a case (50% of the grade)

Dates:

- before June 10: Zoom "getting-to-know-you" negotiation with the lecturer
- 10.6, 17.6, 23.6 (online), 24.6, 10am–2pm: Templergraben 64, 5th floor, room WiÜ
- 1.7 10am–2pm: final presentations, Templergraben 64, 5th floor, room WiÜ
- after 1.7 - written report

Registration

Registration open from 15.3 - 08.04

Further Information For any further information, please send me an email to the lecturer.