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Tentative Schedule		idea into commercials after the Presentation (20 min) and c	e class. liscussions will be graded based	_	

Week	Date/Day (tentative)	Topics	Textbook/Assignments
1		The Nature of Negotiation Case Study	Chapter 1, page 1
2		Strategy and Tactics of Distributive Bargaining	Chapter 2, page 26
3		Strategy and Tactics of Integrative Negotiation Case Study	Chapter 3, page 58
4		Negotiation: Strategy and Planning	Chapter 4, page 87
5		Ethics in Negotiation Case Study	Chapter 5, page 112
6		Perception, Cognition, and Emotion	Chapter 6, page 136
7		Communication	Chapter 7, page 161
8		Midterm Exam	
9		Finding and Using Negotiation Power Case Study	Chapter 8, page 177
10		Relationships in Negotiation	Chapter 9, page 197
11		Multiple Parties, Groups, and Teams in Negotiation Case Study	Chapter 10, page 214
12		International and Cross-Cultural Negotiation	Chapter 11, page 235
13		Best Practices in Negotiation	Chapter 12, page 263
14		Best Practices in Negotiation	Chapter 12, page 263
15		Sales Plan Presentations	
16		Final Exam	