

## PSYC 280- Negotiation (2 credits)

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### BASIC COURSE INFORMATION

Summer 2022, July 25-August 5

Catalog Description: In this course students will explore theory and practice of conflict resolution strategies in negotiation. Students will examine creative approaches to respectfully and assertively negotiate mutually beneficial and lasting agreements. Students will also be challenged to propose solutions that will honor the interests of both parties leading to “win-win” scenarios. This course demonstrates how negotiation skills are applicable to most areas of life, including (but not limited to) salary negotiations, making large and small purchases, as well as interpersonal relationships and parenting.

Texts:

Fisher, R., Ury, W., & Patton, B. (2012). *Getting to yes: Negotiating an agreement without giving in*. Random House Business.

Weiss, J. N. (2020). *The book of real-world negotiations: Successful strategies from business, government, and daily life*. John Wiley & Sons, Inc. Materials and Fees: None.

Prerequisites: PSCY 121: General Psychology

Disclaimer- The instructor has the right to alter or adjust the syllabus as needed. Any exceptions to this syllabus are at the instructor’s discretion and will be announced in class or on Canvas.

### STUDENT LEARNING OUTCOMES

**By the end of this course, the successful student will be able to do the following:**

1. Apply positive communication techniques that build and maintain relationships with the other person or party.
2. Practice techniques that decrease stress and anxiety and build self-confidence in a variety of situations.
3. Adapt an attitude of respect for the interests of self and others.
4. Demonstrate knowledge and application of effective and assertive verbal and nonverbal communication techniques.
5. Negotiate for solutions that will honor the interests of both parties leading to mutually beneficial and lasting arrangements.

**General Education Outcomes-** This course applies to GE Section <<GE Section #>> and contributes to the following GE outcome:

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**Program Outcomes-** This course applies to the major in <<Major within your Department>> and contributes to the following program-level outcomes:

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## COURSE EXPECTATIONS AND POLICIES

**Academic Policies:** All courses offered at Pacific Union College are subject to the institutional academic deadlines and policies, available for review here:

<https://www.puc.edu/academics/records>. These policies are imported by reference into this syllabus and students are held responsible for compliance with them.

**Attendance:** *Provide the attendance policy for the course. Each instructor has the right to establish a specific attendance policy best suited to a given course within the parameters of the official class attendance policies regarding planned and unplanned absences in the current Course Catalog.*

**Late Work:** *Provide the late work policy for the course. There is no institution-wide late work policy; each instructor has the right to establish a specific late work policy best suited to a given course. Remember that late work can never be accepted after the end of the term.*

**Outside-of-Class Expectations:** *It is optional but highly recommended to provide a statement regarding the outside-of-class expectations. Here is one way that this expectation can be worded in the syllabus:* Learning takes time; the more effectively you spend time, the greater the chance of success in learning. To maximize learning in this class, you should budget at least 2 hours outside of class for every 1 hour of scheduled class time. If you plan on multi-tasking during study (surfing the Internet, listening to music, texting, Tweeting, etc.), you should budget additional time.

**Academic Integrity:** Academic integrity is a core value at Pacific Union College. Any incident of academic dishonesty (such as cheating, plagiarizing, fabrication, multiple submissions, abuse of academic materials, deception, misrepresentation, electronic dishonesty, including production of materials for other students) may result in a failed assignment or a failing grade for this class. Any serious offense will be discussed with the department Chair and may be reported to the Academic Dean. In the event of a second offense reported in any course, the Dean will give you a failing grade in that course. A third incident will result in dismissal. For more information, go to the General Catalog Appendix A and to the PUC website:

<https://www.puc.edu/academics/academic-administration/academic-policies-procedures>

**Disability Accommodations:** PUC is committed to providing equal educational opportunities for students with disabilities. If you have a documented learning, psychological, or physical disability or if you suspect you have a disability, contact the Disabilities Coordinator at the Counseling Center (ext. 7685). They will work with you to enhance your learning environment by providing accommodations or set up testing to assess your learning capabilities. For more information, go to <https://www.puc.edu/v/campus-services/counseling-center/disabilities-support-services>

**Title IX:** PUC is committed to providing a respectful learning environment that is free of sexual and gender-based discrimination and harassment, and sexual misconduct such as sexual assault, dating or domestic violence, or stalking. If you inform me of an issue of sexual and gender-based discrimination and harassment, and sexual misconduct, as a professor and partner in this commitment, I have a mandatory reporting responsibility to share the information with the Title IX Office. Anything you share will remain as private as possible. If you wish to speak to someone confidentially, you may contact the PUC Chaplain at (707) 965-7191 or members of the Counseling Center, (707) 965-7080, or Health Services, (707) 965-6339. For more information, go to our Title IX Office webpage at <https://www.puc.edu/campus-services/title-ix>

## ASSESSMENT AND GRADES

**Assessment:** Learning will be assessed through the following methods:

*Explain how students will demonstrate the learning outcomes of the course through the various course assignments and other requirements. Ideally, students will be able to see the correlation between the assessment methods and the specific course SLOs.*

**Viewing Current Grades on Canvas:** Grades will be maintained using the grade book in Canvas. You should review your grade regularly in order to monitor your progress in the course and to review the accuracy of assignment scores. All questions regarding assignment scores and grades must be brought to my attention before the end of the quarter.

**Final Grades:** Final grades will be calculated as follows:

COMPONENTS OF FINAL GRADE	
Component	%
Attendance	10
Midterm	20
Final	30
Presentations	30
Discussion Posts	10
Total	100%

GRADING SCALE			
Grade	%	Grade	%
A	100-93	C	77.99-73
A-	92.99-90	C-	72.99-70
B+	89.99-87	D+	69.99-68
B	86.99-83	D	67.99-63
B-	82.99-80	D-	62.99-60
C+	79.99-78	F	<59.99

## OUTLINE AND SCHEDULE

Class	Reading Assignment	Assignment
1	Read: Getting to Yes Introduction, Ch 1 Read: The Book of Real-World Negotiations Introduction, Ch 1	Discussion Posts
2	Read: Getting to Yes Ch 2 Read: The Book of Real-World Negotiations Ch 2	Discussion Posts
3	Read: Getting to Yes Ch 3 Read: The Book of Real-World Negotiations Ch 3	Discussion Posts
4	Read: Getting to Yes Ch 4 Read: The Book of Real-World Negotiations Ch 4	Discussion Posts
5	Read: Getting to Yes Ch 5 Read: The Book of Real-World Negotiations Ch 5	Midterm
6	Read: Getting to Yes Ch 6 Read: The Book of Real-World Negotiations Ch 6	Discussion Posts

7	Read: Getting to Yes Ch 7 Read: The Book of Real-World Negotiations Ch 9	Discussion Posts
8	Read: Getting to Yes Ch 8 Read: The Book of Real-World Negotiations Ch 10	Discussion Posts
9	Read: Getting to Yes Ch 9 Read: The Book of Real-World Negotiations Ch 11	Discussion Posts
10	Read: Getting to Yes Ch 10 Read: The Book of Real-World Negotiations Ch 13	YouTube Presentations
Final	Exam Week: Day, Date, & Timeframe	Final