FACULTY MEMBER: 
TERM: 
COURSE TITLE: Power and Negotiation 
COURSE NUMBER: BBM 330 
OFFICE HOURS/METHOD OF CONTACT: 
Technical Requirements that may be required to utilize technology in this course: 
- A headset or microphone.
- A webcam.

RATIONALE: 
All organizations experience the effects of internal and external politics and power with respect to decision making and allocation of resources involved in the process of negotiation.

COURSE DESCRIPTION: 
This course explores the use of power and how to deal effectively with power and politics to assure that individual, departmental, and organizational goals are met in terms of achieving a desired or most favorable outcome of a negotiation.

MAJOR INSTRUCTIONAL GOALS: 
GOAL A: 
Understand the power of framing, process, and empathy approaches to negotiating.

Learning Outcomes: The student will:
A-1 Analyze a negotiation and provide recommendations on how to increase the power of the negotiator in order to achieve a desired outcome.

GOAL B: 
Understand basic styles of negotiating and utilize negotiation skills to deal effectively with political and power struggles within the organization.

Learning Outcomes: The student will:
B-1 Define, explain, and recommend strategies for the “win-win” style of negotiating.

GOAL C: 
Understand how power can influence the outcome of a negotiation.

Learning Outcomes: The student will:
C-1 Explain the various sources of power and ways to leverage power to achieve results.
C-2 Analyze a situation and identify the source of power leveraged to achieve the desired outcome.
C-3 Develop recommendations for achieving desired outcomes when negotiating.
C-4 Recognize the uses of power and politics within the organization.

GOAL D:
Be able to identify the strengths and weaknesses of a negotiation.

Learning Outcomes: The student will:
D-1 Evaluate a negotiation which resulted in an agreement and explain how the terms of the agreement were met.
D-2 Create a strategy for effective negotiating.

GOAL E:
Recognize the sources of power within the organization.

E-1 Identify the sources of power within the organization.
E-2 Differentiate the positive and negative uses of power and politics within the organization with respect to organizational influences.

PROGRAM COMPETENCIES:
In this course, the student will:
Deliver effective and professional communication

WILMINGTON UNIVERSITY GRADUATION COMPETENCIES:
In this course, the student will:

- Write with clarity and precision
- Employ critical thinking strategies