



UANL

UNIVERSIDAD AUTÓNOMA DE NUEVO LEÓN

Anexo 8.3

Programa Condensado



FCPyRI

FACULTAD DE CIENCIAS POLÍTICAS Y RELACIONES INTERNACIONALES

Learning Unit: Leadership and Negotiation	Last updated: August, 2017
Major: Energy Management and Sustainable Development	Plan: 401
Semester: 5th	Credits: 3

Week	Topic	Homework	Rereferences
1	Introduction to learning unit		N/A
2	Foundations of negotiation and Conflict Resolution Why study negotiation? Characteristics of Negotiation The Nature of Negotiation: interdependence, issues vs. Interests, the role of incentives.	Team Presentation	Negotiation and Dispute Resolution - Beverly J. DeMar, Suzanne C. de Janasz, 1 st . Edition, 2013. Pearson Education Inc., Prentice Hall. New Jersey, U. S. A.
3	Conflict Preparation: goals and interests, the importance of research. Ethic in negotiation.	Team Presentation	Negotiation and Dispute Resolution - Beverly J. DeMar, Suzanne C. de Janasz, 1 st . Edition, 2013. Pearson Education Inc., Prentice Hall. New Jersey, U. S. A.
4	Negotiation theory The Language of negotiation Basics of Negotiation: different kinds of negotiation. Negotiation's components. - BATNA	Case Resolution And Team Presentation	Negotiation and Dispute Resolution - Beverly J. DeMar, Suzanne C. de Janasz, 1 st . Edition, 2013. Pearson Education Inc., Prentice Hall. New Jersey, U. S. A.
5	Negotiation Strategies and Process <ul style="list-style-type: none"> • Distributive negotiations • Integrative negotiations • Conflict and Dispute resolution 	Team Presentation And report.	Negotiation and Dispute Resolution - Beverly J. DeMar, Suzanne C. de Janasz, 1 st . Edition, 2013. Pearson Education Inc., Prentice Hall. New Jersey, U. S. A.



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6	Negotiation Strategies & Effective communication Understanding yourself and how impacts Negotiation Non-verbal communication	Debate Presentation.	Negotiation and Dispute Resolution - Beverly J. DeMar, Suzanne C. de Janasz, 1 st . Edition, 2013. Pearson Education Inc., Prentice Hall. New Jersey, U. S. A.
7	Negotiation Strategies & Leadership Theory Introduction	Individual Presentation - Leadership	G. Northouse, P. (2013). Leadership: Theory and Practice. 6 th ed. Western Michigan University. SAGE Publications, Inc. U.S.A. Budjac Corvette. Barbara A, (2011) tecnicas de negociacion y resolucion de conflictos. Ed.Pearson
8	Negotiation Strategies & Leadership Theory Leadership impact and myths	Team Presentation	G. Northouse, P. (2013). Leadership: Theory and Practice. 6 th ed. Western Michigan University. SAGE Publications, Inc. U.S.A. Budjac Corvette. Barbara A, (2011) tecnicas de negociacion y resolucion de conflictos. Ed.Pearson BAZERMAN, M y MALHOTRA, D. Negotiation genius. Ed. Harvard Business School, US, 2007
9	Negotiation Strategies & Leadership Theory Managers as leaders	Team Presentation	G. Northouse, P. (2013). Leadership: Theory and Practice. 6 th ed. Western Michigan University. SAGE Publications, Inc. U.S.A. David Lax; George Sabenius: The Manager as Negotiator: Bargaining for Cooperation and Competitive Gain (1986) Ed. Free Press



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10	Negotiation Strategies & Leadership Theory Leadership habits	Research report and presentation	G. Northouse, P. (2013). Leadership: Theory and Practice. 6 th ed. Western Michigan University. SAGE Publications, Inc. U.S.A. HENDON, D. y HENDON, R. Cómo negociar en cualquier parte del mundo. Ed. LIMUSA, México 2007 KLOTZ, J. Power tools for negotiating international business deals. Ed. Wolters Kluwer, US, 2008
11	International Negotiations Cross-cultural dimensions	Team Presentation	David Lax; George Sabenius: The Manager as Negotiator: Bargaining for Cooperation and Competitive Gain (1986) Ed. Free Press. Negotiation and Dispute Resolution - Berverly J. DeMar, Suzanne C. de Janasz, 1 st . Edition, 2013. Pearson Education Inc., Prentice Hall. New Jersey, U. S. A.
12	International Negotiations Preparing for International Negotiations Customs, Laws and Other Protocol	Team Presentation	Negotiation and Dispute Resolution - Berverly J. DeMar, Suzanne C. de Janasz, 1 st . Edition, 2013. Pearson Education Inc., Prentice Hall. New Jersey, U. S. A.
13	International Negotiations When in Rome... do as Romans do? Ethics	Practical Case	Negotiation and Dispute Resolution - Berverly J. DeMar, Suzanne C. de Janasz, 1 st . Edition, 2013. Pearson Education Inc., Prentice Hall. New Jersey, U. S. A.



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14	Cultural Affairs: problem solving case Talks that help you negotiate – TED Talks	Examen Parcial	Negotiation and Dispute Resolution - Beverly J. DeMar, Suzanne C. de Janasz, 1 st . Edition, 2013. Pearson Education Inc., Prentice Hall. New Jersey, U. S. A.
15	PIA	Practical case, problem solving.	
16	SIASE - RESULTS		
17	COACHING		
18	2nd Opportunity reposition class		
19	2nd Opportunity reposition class		
20	Subir calificaciones a SIASE de 2 ^a op.		

STUDENT ACTIVITIES

Exam
Mind map
Essay
Practical case
Problem solving
Final Project - PIA

EVALUATION

Case Resolution (problem solving) and team presentation: 10%
Team Presentation and report: 10%
Debate and presentation: 10%
Individual presentation: 10%
Research Report and Presentation: 10%
Practical Case: 10%
PIA: 30%
Ethic and values: 10%



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REFERENCES

Negotiation and Dispute Resolution - Berverly J. DeMar, Suzanne C. de Janasz, 1st. Edition, 2013. Pearson Education Inc., Prentice Hall. New Jersey, U. S. A.

G. Northouse, P. (2013). Leadership: Theory and Practice. 6th ed. Western Michigan University. SAGE Publications, Inc. U.S.A.

MUNDUATE JACA, L. y MEDINA DÍAS, F. (Coordinadores) Gestión del conflicto, negociación y mediación. Ed. Pirámide, España, 2009

Budjac Corvette. Barbara A, (2011) tecnicas de negociacion y resolucion de conflictos. Ed. Pearson

José Luis Ayoub Pérez: *Estilos de liderazgo y su eficacia en la administración pública mexicana* (2011), Ed. Lulu enterpise.

BAZERMAN, M y MALHOTRA, D. Negotiation genius. Ed. Harvard Business School, US, 2007

HENDON, D. y HENDON, R. Cómo negociar en cualquier parte del mundo. Ed. LIMUSA, México 2007

KLOTZ, J. Power tools for negotiating international business deals. Ed. Wolters Kluwer, US, 2008

Roy J. Lewicki, David M. Saunders: *Fundamentos de la Negociación* (2012) 5^a ed. Ed. Mc. Graw Hill

David Lax; George Sabenius: *The Manager as Negotiator: Bargaining for Cooperation and Competitive Gain* (1986)

Ed. Free Press

Liderazgo; Teoría, aplicación y desarrollo de habilidades. Lussier y Achua 4^a. edición CENGAGE Learning 2010

Los Siete Hábitos de la Gente Altamente Efectiva Covey.

Liderazgo Responsable Horacio Martínez Herrera Ecoce Ediciones 2010

ccp. Secretarios Académicos

ccp. Auxiliar Académico

ccp. Alumno