
Hours/Week:	4	Total Hours:	56	Term/Level:	3
Lecture:	2	Total Weeks:	14	Credits:	3
Lab:	2	Start Date:	Sep 11/98		
Other:		End Date:	Dec 11/98		

Prerequisites:

MKTG 3334 is a prerequisite for:

Successful completion of MKTG 2243
Selling Skills or equivalent.

Course No.

Course Name

MKTG 4402

Relationship Selling

Course Goals:

To introduce the student to negotiation concepts, and further develop and enhance the student's competence and confidence in relevant selling and sales negotiating situations.

Course Description:

This is a course in which lectures, group exercises, role-playing, case studies, simulations and discussions are used to introduce the student to negotiation within a sales context, and to develop the student's ability to use advanced selling techniques.

Evaluation:

Project 1: Team Negotiation	5%
Project 2: Team Negotiation	7%
Project 3: Team Negotiation	9%
Project 4: Team Negotiation	11%
Assignment 1: Individual Negotiation	20%
Mid-term Exam	20%
Final Exam	28%

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Effective Date:

September 1998

Instructors	Office	Hours	BCIT	e-mail
Randy Singer	SE6-312	As posted	451-6767	rssinger@interchg.ubc.ca
Rick Kroetsch	SE6-308	As posted	451-6766	

Texts and Equipment:

Required:

- Fisher, R. & Ury, W. (1991). Getting to yes (2nd ed.). New York, NY:Penguin
 - Fisher, R. & Ertel, D. (1995). Getting ready to negotiate. New York, NY: Penguin
 - Additional readings assigned by the instructor during the course.
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Course Notes (Policies and Procedures):

1. The attendance policy as outlined in the BCIT calendar will be followed. Students are expected to be in attendance for all scheduled lecture and lab time. For this course, excessive absence will consist of missing more than the equivalent of one lab (aggregate of 2 hours) for reasons within the student's control. Upon notification of excessive absence and failure to provide adequate explanation, the student shall receive a final exam grade of zero.
 2. Projects 1 - 4 will be evaluated using a two-step process. Initially, a team grade will be awarded for each project, then each student's grade will be reviewed and may be adjusted up or down by the instructor based upon feedback received from other team members regarding the student's level of participation.
 3. The student is required to achieve a pass (50%) on the combined marks of the Mid-term Exam and Final Exam in order to receive credit for Projects 1 - 4 (Team Negotiations). Failure to achieve 50 percent of the available marks on the two exams will result in the student receiving a grade of zero for each Project.
 4. The student is required to achieve a pass (50%) on Assignment 1 (Individual Negotiation) in order to receive credit for Projects 1 - 4. Failure to achieve 50 percent of the available marks for Assignment 1 will result in the student receiving a grade of zero for each Project.
 5. The student is expected to avoid inappropriate sharing of confidential information.
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Course Map:

Wk. No./ Dates	Topic Outline	Key Weekly Learning Activities
1/ Sep 8-11	LAB: Cancelled	
	LEC: Course overview	<ul style="list-style-type: none"> Obtain and read Course Outline
2/ Sep 14-18	LAB: Introduction to negotiating	
	LEC: Negotiating styles, Negotiating process	<ul style="list-style-type: none"> Read GTY, pp. 1-14 Read GRTN, pp. 1-18 and 76-85
3/ Sep 21-25	LAB: Project 1 negotiation preparation	<ul style="list-style-type: none"> Meet with team to prepare for negotiation
	LEC: Separate people from problem, Focus on interests	<ul style="list-style-type: none"> Read GTY, pp. 15-55 Read GRTN, pp. 86-95 and 21-32
4/ Sep 28- Oct 2	LAB: Project 1 team negotiation	<ul style="list-style-type: none"> Conduct team negotiation in Lab
	LEC: Invent options for mutual gain, Use objective criteria	<ul style="list-style-type: none"> Read GTY, pp. 56-94 Read GRTN, pp. 33-44 and 61-75
5/ Oct 5-9	LAB: Project 2 negotiation preparation	<ul style="list-style-type: none"> Meet with team to prepare for negotiation
	LEC: BATNA, WATNA, Preparing for a negotiation	<ul style="list-style-type: none"> Read GTY, pp. 95-106 Read GRTN, pp. 45-60
6/ Oct 12-16	LAB: Project 2 team negotiation	<ul style="list-style-type: none"> Conduct team negotiation in Lab
	LEC: Strategies, tactics, Concessions	<ul style="list-style-type: none"> Read GTY, pp. 107-128 Read GRTN, pp. 96-106
7/ Oct 19-23	LAB: Project 3 negotiation preparation	<ul style="list-style-type: none"> Meet with team to prepare for negotiation
	LEC: <u>Mid-term Exam Oct 23, 1330-1530</u>	

Course Map (continued):

Wk. No./ Dates	Topic Outline	Weekly Learning Activities
8/ Oct 26-30	LAB: Project 3 team negotiation	<ul style="list-style-type: none"> • Conduct team negotiation in Lab
	LEC: Mid-term exam review; Hardball tactics; Power and leverage	<ul style="list-style-type: none"> • Read GTY, pp. 129-143 • Read GRTN, pp. 109-172
9/ Nov 2-6	LAB: Project 4 negotiation preparation	<ul style="list-style-type: none"> • Meet with team to prepare for negotiation
	LEC: Negotiation breakdowns; other popular negotiating techniques	<ul style="list-style-type: none"> • Read GTY: pp. 145-187
10/ Nov 9-13	LAB: Project 4 team negotiation	<ul style="list-style-type: none"> • Conduct team negotiation in Lab
	LEC: Conciliation, Mediation, Arbitration; Using 3 rd parties to intervene	<ul style="list-style-type: none"> • Review readings, notes
11/ Nov 16-20	LAB: Assignment 1 (individual negotiation)	<ul style="list-style-type: none"> • Conduct individual negotiation in Lab (1st wk)
	LEC: Negotiating across boundaries and cultures; Written agreements	<ul style="list-style-type: none"> • Review readings, notes
12/ Nov 23-27	LAB: Assignment 1 (individual negotiation)	<ul style="list-style-type: none"> • Conduct individual negotiation in Lab (2nd wk)
	LEC: Ethics in negotiation	<ul style="list-style-type: none"> • Review readings, notes
13/ Nov 30- Dec 4	LAB: Assignment 1 (individual negotiation)	<ul style="list-style-type: none"> • Conduct individual negotiation in Lab (3rd wk)
	LEC: Review and exam preparation	<ul style="list-style-type: none"> • Review course content. Exam preparation.
14/ Dec 7-11	<u>Final Exam (see published exam schedule for date and time)</u>	

NOTE: The Course Map above is tentative and subject to change according to the needs and interests of learners, and the availability of guest speakers.