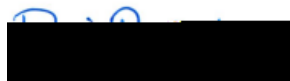


# Business Administration

Course Number: **BUAD 201**

Course Title: **CONFLICT RESOLUTION AND NEGOTIATION**

Credits:



**Professors**

**Notes**

The individual participation mark includes multiple term work components such as role playing, class activities and contribution to classroom discussions and demonstrated dedication to your own learning through class preparation.

Peer evaluations are required for all group assignments via peer appraisal form. A student may be assigned 0% based on the peer appraisal noting non-participation by a group member(s) if the professor deems this necessary.

All assignments must be delivered via the Moodle dropbox on or before the due date. Late assignments will not be graded.

**Required Texts/Resources****Mandatory:**

**Essentials Of Negotiation**, 4th Edition

1260065871 · 9781260065879

By Roy J. Lewicki, Kevin Tasa, Bruce Barry, David M. Saunders

© 2020 | Published: February 10, 2020

**Recommended**

***Getting to Yes: Negotiating Agreement Without Giving In*** / Fisher & Ury

<https://www.williamury.com/books/getting-to-yes/>

**Course Schedule**

Date	Topic	Readings / in class activities	Assignments
	Classes Start: Wednesday, September 7 STAT Friday, September 30 STAT Monday, October 10 STAT Friday, November 11 Last day of regularly scheduled Classes: Tuesday, December 6		

## **SKILLS ACROSS THE BUSINESS CURRICULUM**

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The Okanagan School of Business promotes core skills across the curriculum. These skills include reading, written and oral communications, computers, small business, and academic standards of ethics, honesty and integrity.

## **STUDENT CONDUCT AND ACADEMIC HONESTY**

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### **What is the Disruption of Instructional Activities?**

At Okanagan College (OC), examinations, lectures, seminars, tutorials, group meetings, other related activities, and with students using the study to property damage, assault, discrimination, harassment and fraud. Penalties for disruption of instructional activities include a range of sanctions from a warning and/or a failing grade on an assignment, examination or course to suspension from OC.