BAKER COLLEGE
STUDENT LEARNING OUTCOMES

PPM 3210 Negotiation Strategies
3 Semester Hours

Student Learning Outcomes & Enabling Objectives

1. Prepare for the process of negotiation used within the context of project management, which may include the stages of initiating, planning, controlling, and closing.
    a. Prepare a plan for negotiation.
    b. Establish objectives for the negotiation.

2. Propose strategies to overcome the challenges of negotiating with primary and secondary stakeholders within the context of a project.
    a. Explain the challenges in negotiating with stakeholders.
    b. Decide on the best strategies to overcome challenges with stakeholders in negotiations.
    c. Decide if there is a need for a separate strategy needed for primary and secondary stakeholders.

3. Decide upon the Best Alternative to a Negotiated Agreement (BATNA) and design a BATNA strategy.
    a. Define the initial objective and goal for the negotiation.
    b. Define the conditions for invoking the BATNA.

4. Apply effective negotiation and conflict resolution techniques in support of project planning and management.
    a. Utilize effective negotiation techniques during the planning and execution of a project.
    b. Utilize effective conflict resolution techniques during the planning and execution of a project.

5. Predict how interpersonal, intragroup, and intergroup dynamics may impact project management negotiations in an organization.
    a. Explain how interpersonal dynamics impact negotiations.
    b. Explain how intragroup dynamics impact negotiations.
    c. Explain how intergroup dynamics impact negotiations.

Big Ideas and Essential Questions

Big Ideas

- Effective and substantial planning is the key to negotiation success
- Compromise is essential to negotiation
- Successful negotiation allows projects to be successfully executed

Essential Questions

1. What is the PM's strategy going into a negotiation?
2. What are the conditions for invoking the BATNA?
3. When does a PM terminate negotiations and why?
4. Who does the negotiation? The PM, a member of the project team or an outsider?

These SLOs are approved for experiential credit.

Effective: Fall 2017