

**Indian Institute of Technology Guwahati**  
**Proposal for a New Course/ Revision of a Course**

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| Course Number & Title: BM 625H & Negotiation and Conflict Management   |  |
| L-T-P-C: 4-0-0-4   |  |
| Type of Letter Grading (Regular Letter Grades / PP or NP Letter Grades): Regular Letter Grades   |  |
| Kind of Proposal (New Course / Revision of Existing Course): New Course  |  |
| Offered as (Compulsory / Elective): Elective   |  |
| Offered to: Masters of Business Administration (MBA)   |  |
| Offered in (Odd/ Even / Any): Any  |  |
| Offered by (Name of Department/ Center): School of Business  |  |
| Pre-Requisite: NIL   |  |
| Preamble / Objectives (Optional):  |  |
| <p>Course Content/ Syllabus (as a single paragraph if it is not containing more than one subject. Sub-topics/ Sections may be separated by commas(,). Topics may be separated by Semi-Colons(;). Chapters may be separated by Full-Stop(.). While starting with broad heading, it may be indicated with Colon symbol before the topics. For example: Multi-variable Calculus: Limits of functions, Continuity, ..... )</p> <p>Negotiation: strategies and biases; Planning, processes, phases of negotiation, various contexts, managing different types of business negotiations; Communication and negotiation process, power and negotiation, ethics in negotiation; Conflict management, nature of conflict, perspectives on conflict, interest and goals, conflict styles, emotions in conflict, intervention, mediation; International and cross-cultural negotiation.</p> |  |
| <p>Books (In case UG compulsory courses, please give it as "Text books" and "Reference books". Otherwise give it as "References".</p> <p>Texts: (Format: Authors, <i>Book Title in Italics font</i>, Volume/Series, Edition Number, Publisher, Year.)</p>  |  |
| 1.   | Lewicki, R. J., Barry, B., & Saunders, D. M., <i>Essentials of negotiation</i> , 7 <sup>th</sup> Edition, McGraw Hill, 2021.                                 |
| 2.   | Singh, B. D., <i>Managing Conflict and Negotiation</i> , Excel books, 2008.  |
| <p>References: (Format: Authors, <i>Book Title in Italics font</i>, Volume/Series, Edition Number, Publisher, Year.)</p>   |  |
| 1.   | Isaacson, K., Ricci, H., & Littlejohn, S. W. <i>Mediation: Empowerment in conflict management</i> , 3 <sup>rd</sup> Edition, Long Grove, IL: Waveland, 2020. |

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| <b>Detailed Course Content (Optional)</b><br><b>It will not be included in the Courses of Study Booklet</b> |                      |                    |
| Sl. No.   | Broad Title / Topics | Number of Lectures |
| 1   |                      |                    |
| 2   |                      |                    |
| 3   |                      |                    |
| 4   |                      |                    |
| 5   |                      |                    |
| Total Number of Lectures =  |                      |                    |

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| In case of revision of existing course, Please provide below the details of existing course.<br><b>EXISTING COURSE</b> |
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