

FORMAT 1

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10. **COMPLETE CATALOG DESCRIPTION** including dept., number, title and credits (50 words or less, if possible):

**CE F658G, Negotiations, 1 credit**

Introduction to negotiations with an emphasis on construction contract related issues. Basic negotiation theory and practice: types of negotiations, preparation, teamwork, tactics, goals. Application to construction: relationship to contract, technical issues – cost and schedule. Role playing and practice.

11. **COURSE CLASSIFICATIONS:** (undergraduate courses only. Use approved criteria found on Page 10 & 17 of the manual. If justification is needed, attach on separate sheet.)

H = Humanities

S = Social Sciences

Will this course be used to fulfill a requirement for

resolution. *If not, explain why not.*

Offerings above the level of approved programs must be approved in advance by the Provost.

ALL SIGNATURES MUST BE OBTAINED PRIOR TO SUBMISSION TO THE GOVERNANCE OFFICE

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## Course Syllabus – Negotiations

### 1. Course Information

Negotiation Basics for Construction Managers,. CE 658G. 1 credit. Prerequisites (recommended): BS in engineering, science, or any college degree with construction experience. Location: UAF Center for Distance Education. Meeting time: 3:00 to 5:15 (6 meetings @ 135 minutes)

### 2. Instructor

Dr. Robert A. Perkins, PE. Office: Duckering 253 Office hours: 2:00 to 3:00 PM Monday & Wednesday 907-474-7694 ffrap@uaf.edu

### 3. Course readings/materials

- x Strategic Leadership and Decision Making. Chapter 13. STRATEGIC NEGOTIATIONS, National Defense University, <http://www.au.af.mil/au/awc/awcgate/ndu/strat-ldr->

## 6. Instructional Methods

The course will utilize a combination of lecture, discussion, student role playing exercises. Guest speakers will be invited to make presentations on topics within their areas of professional expertise and experience.

## 7. Course Calendar

### Class 1

Introduction. Theory.

What is negotiation?

Who are the parties?

Preparation and teams.

### Class 2.

Government Negotiations, legal procedures and constraints

Negotiations and the administrative review process.

Guest Speaker, owner's lawyer

### Class 3.

Teams and parties

Project matrix

Guest speaker, contracting officer

Negotiation practice, individuals

### Class 4

Goal setting, negotiation objectives

Analyzing and using power,

Guest Speaker, contractor's lawyer

Negotiation practice, testing assumptions

### Class 5

Critique of negotiations so far.

More theory. Tactics. Ethics. Telephone negotiations. Other electronic.

Team negotiations

### Class 6

Class presentations

## 8. Course Policies

Plagiarism will not be tolerated. Attendance is expected and will be considered in determining the final grade.

## 9. Evaluation