

Managerial Negotiations (B7510)
Bidding Syllabus - Spring 2023

Professor: Adam Mastroianni (amm2580@columbia.edu)

To enroll in the class, you must be present for the first class.

IN BRIEF

1. You will learn skills and strategies to become an effective negotiator.
2. This course is very hands-on. You'll do lots of simulations.
3. You'll be graded mainly on attendance, participation, case preps, and a final project.

We negotiate our job offers, our business deals, our relationships. When we get better at negotiating, we get better at life. That's what you'll do in this class, and you'll do it through a series of simulations designed to teach you the core concepts and skills of negotiation.

This class doesn't require much homework. For most classes, you'll read case materials and submit a prep document beforehand. You'll do one negotiation outside of class, and you'll submit a final project at the end.

This class *does* require a lot of in-class participation. You'll do a simulation in almost every class. Attendance and participation are crucial and will be the majority of your grade.

This class is very interactive, so there is no Zoom attendance option.

I really, really like this class. I think you will too, and I hope you'll join me.

TENTATIVE SCHEDULE

Week	Class
1	Introduction & first negotiations
2	Distributive bargaining
3	Positional bargaining
4	Multi-issue bargaining I
5	Multi-issue bargaining II
6	Communication & identity
7	Trust
8	Conflict & Mediation

9	Agents & third parties
10	Coalitions
11	Teams
12	Conclusion

ABOUT THE PROFESSOR

Adam Mastroianni studies interpersonal interaction and people's theories of change. His research has been featured everywhere from [Science](#) to [Jimmy Kimmel Live](#). He also teaches and performs improv comedy, and he writes a blog about psychology called [Experimental History](#). He earned his PhD in psychology from Harvard in 2021.