

**Justice Institute of British Columbia
COURSE OUTLINE**

Course Code: ACCRN299

Course Title: **Assessment: Specialization in Negotiation**

Prerequisite Courses: CCR100 (formerly CR110A) or CCR101 (formerly CR110B) and CCR190 (formerly CR200), CCR180 (formerly CR250), CCR 170 (formerly CR260), CCR280 (formerly CR360), CCR150 or CCR151

School: Community and Social Justice

Division/Academy/Centre: Conflict Resolution

Previous Course Code & Title: CR950-Assessment: Specialization in Negotiation

Course First Offered: June 1, 2008

# of Credits:	0.0
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Course Description:

In order to receive your Certificate in Conflict Resolution: Specialization in Negotiation, you must successfully complete this assessment. The assessment consists of a written reflection on learning, a written preparation for the negotiation assessment to be role-played, a one-hour role-play with the participant acting as the skilled negotiator and an oral questioning period, during which the participant is asked to identify key concepts of the program as they relate to the role-playing. You can do your assessment on a mail-in basis or in person at the JIBC New Westminster and Victoria campuses.

Course Goal(s):

At the completion of this final evaluative course in the *Certificate in Conflict Resolution: Specialization in Negotiation*, the learner will be able to demonstrate achievement of program and specialization outcomes:

- Integrate the knowledge, skills and values of collaborative conflict resolution.
- Demonstrate respect for diversity in conflict situations.
- Articulate an understanding of the theoretical perspectives of the conflict resolution field.
- Demonstrate a high level of self-awareness regarding their own internal state, the impact of their behaviour, thoughts, emotions, and communication on others and an ability to receive feedback from others non-defensively.
- Demonstrate effective interpersonal communication skills.
- Effectively manage their own emotions in conflict situations and respond empathically and assertively to the emotions of others.

- Articulate principles and processes of interest-based negotiations.
- Demonstrate use of a collaborative interest-based process to negotiate in daily interpersonal communications in simple as well as complex or multi-issue and/or contentious situations.

Learning Outcomes:

Upon successful completion of this course, the learner will be able to:

1. Effectively prepare for a negotiation.
2. Accurately identify own strength and challenge areas as a negotiation.
3. In an hour-long role-play negotiation.
4. Develop and maintain a collaborative atmosphere.
5. Clarify, frame, track, link and fractionalize appropriate issues.
6. Identify own, other's and common interests.
7. Identify and use objective criteria, if applicable.
8. Make progress on negotiable issues.
9. Develop options based on interests and criteria.
10. Develop and encourage greater understanding and reduce interpersonal conflict.
11. Accurately analyze role-play negotiation using theoretical concepts taught in the Specialization in Negotiation in an oral examination.

Course Topics/Content:

- Negotiation self-evaluation.
- Negotiation preparation.
- Negotiation process – collaborative atmosphere, manage issues, explore interests, use objective criteria, decrease interpersonal conflict, develop understanding, develop options.
- Application of theoretical frameworks to negotiation analysis.

Text and Resource Materials:

Required:

Recommended:



Course Level:

X	First Year	Second Year	Third Year	Fourth Year
	Graduate	Other (describe):		

Equivalent Course(s) within the JIBC: None

Class Delivery Methods:

Delivery Methods	Class Option A (Hours)	Class Option B (Hours)	Class Option C (Hours)	Class Option D (Hours)
Classroom/Lecture/Discussion	2			
Simulation/Lab				
Practicum/Fieldwork				
Online				
Correspondence				
Total Class Hours	2			

Comments on Delivery Methods:

Course Grading System:

X	Letter Grades	Percentage	Pass/Fail
	Complete/Incomplete	Attendance Only	

Passing Grade:	C
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Evaluation Activities and Weighting:

Final Exam	X%	Assignments	X%	Project	%	Capstone Project	%
Midterm Exam	%	Portfolio	%	Participation	40%	Other	%
Quizzes/Test	%	Simulations	60%	Practicum	%	TOTAL	100%

Comments on Evaluation Activities and Weighting: Criterion-referenced evaluation.

Other Course Guidelines, Procedures and Comments:

View official versions of related JIBC academic regulations and student policies in the *JIBC Calendar* on the following pages of the JIBC website:

Academic Regulations:

<http://www.jibc.ca/programs-courses/jibc-calendar/academic-regulations>

Student Academic Integrity Policy
Academic Progression Policy
Admissions Policy
Academic Appeals Policy
Evaluation Policy
Grading Policy

Student Policies:

<http://www.jibc.ca/programs-courses/jibc-calendar/student-policies>

Access Policy
Harassment Policy – Students
Student Records Policy
Student Code of Conduct Policy

JIBC Core Competencies

The JIBC promotes the development of core and specialized competencies in its programs. Graduates of our programs will demonstrate high levels of competence in the following areas:

Critical thinking

Identify and examine issues and ideas; analyze and evaluate options in a variety of fields with differing assumptions, contents and methods.

Communication, oral and written

Demonstrate effective communication skills by selecting the appropriate style, language and form of communication suitable for different audiences and mediums.

Leadership

Inspire individuals and teams to reach their potential by embracing innovation through strategic thinking and shared responsibility.

Independent learning

Show initiative by acting independently in choosing effective, efficient and appropriate applied learning, research and problem solving strategies.

Problem solving

State problems clearly; effectively and efficiently evaluate alternative solutions; choose solutions that maximize positive and minimize negative outcomes.

Interpersonal relations

Know and manage oneself; recognize and acknowledge the needs and emotions of others including those with diverse backgrounds and capabilities.

Inter-professional teamwork

Understand and work productively within and between groups, respect others' perspectives and provide constructive feedback with special attention to inter-professional relationships.

Information literacy

Recognize and analyze the extent and nature of an information need; efficiently locate and retrieve information; evaluate it and its sources critically, and use information effectively and ethically.