

Justice Institute of British Columbia
COURSE OUTLINE

Course Code:	CCR281
Course Title:	Preparing for your Negotiation Assessment (Reality Check)
Prerequisite Courses:	CCR100 (formerly CR110A) or CCR101 (formerly CR110B), and CCR180 (formerly CR250), CCR170 (formerly CR260), CCR190 (formerly CR200) and CCR280 (formerly CR360)
School:	Community and Social Justice
Division/Academy/Centre:	Centre for Conflict Resolution
Previous Course Code & Title:	CR910-Preparing for Your Negotiation Assessment (Reality Check)
Course First Offered:	June 1, 2008

# of Credits:	0.5
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Course Description:

This course provides you with an opportunity to interact in negotiation role-playing. With a maximum class size of four, you will receive individual and immediate feedback from the instructor. Feedback consists of constructive comments about strengths as well as areas that need additional work, with reference to the criteria for successful assessment completion. CCR281 (formerly CR910) is recommended for assessment preparation. A videotape or DVD will be provided for you to record your role-play.

Course Goal(s):

At the completion of this 1-day (7-hour) course, the learner will be able to:

- Assess readiness for successful completion of program evaluation (ACCRN299) and identify areas of strength and challenge.

Learning Outcomes:

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

1. Effectively prepare for a negotiation.
2. In an hour-long role-play negotiation:
 - Develop and maintain a collaborative atmosphere.
 - Clarify, frame, track, link and fractionalize appropriate issues.

- Identify own, other's and common interests.
 - Identify and use objective criteria, if applicable.
 - Make progress on negotiable issues.
 - Develop options based on interests and criteria.
 - Develop and encourage greater understanding and reduce interpersonal conflict.
3. Plan for strengthening challenge areas in preparation for program evaluation – ACCRN299 (formerly CR950).

Course Topics/Content:

- Negotiation preparation.
- Negotiation process – collaborative atmosphere, manage issues, explore interests, use objective criteria, decrease interpersonal conflict, develop understanding, develop options.
- Negotiator self-evaluation and development planning.

Text and Resource Materials:

Required:

You must receive a CCR281 (formerly CR910) package prior to attending the course.
 Call 604-528-5608 for more information.

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	7			
Simulation/Lab				
Practicum/Fieldwork				
Online				
Correspondence				
Total Class Hours	7			

Comments on Delivery Methods:

Course Grading System:

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

Passing Grade:	Pass
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Evaluation Activities and Weighting:

Final Exam	%	Assignments	%	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:

1 or 2-Day Course: Learners must attend the full course to receive credit.

All Courses: If the course involved a coached skills-practice role-play, the learner must complete the role-play, or they will receive a status of “no credit granted” for the course on their student record. This status can be upgraded to “credit granted” by attending a Use It or Lose It Clinic.

Course Outline Changes: All changes to course outlines communicated to learners in class.

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.