



Department of Politics
Faculty of Arts and Social Sciences

NEGOTIATING POLITICS & POLICY
POL 3070

MODULE HANDBOOK
2017-18

MODULE ADMINISTRATION

Module Leader Office	Dr Simon Usherwood 07AC053	s.usherwood@surrey.ac.uk Ext: 9962
Feedback and Consultation Hours	Please refer to staff contact details on https://surreylearn.surrey.ac.uk > Politics – Student Support and to the noticeboard in Politics Department area 5th floor AC Building	
Aims	<p>This module aims to:</p> <ul style="list-style-type: none"> • Consolidate and develop students’ knowledge of negotiation techniques and processes. • To illustrate issues of policy-making in practice. • Provide students with skills to research, present and negotiate on an applied basis. • Introduce basic literature to students. • Use a wide variety of methods to illustrate both theoretical and practical dimensions of the relevant materials to students. 	
Teaching Methods	Lectures, seminars, role-play, prescribed reading, independent learning	
Learning Outcomes	<p>On successful completion of this module, students will be able to:</p> <ul style="list-style-type: none"> • Critically apply theoretical literature on negotiation and on policy-making to practical examples (C,K); • Critically apply learning from other modules and life experiences to inform negotiating practice (C, K, T, P); • Constructively engage in role-playing scenarios and critical reflect on their experiences (C, K, T, P); • Develop negotiating skills, including research, preparation, presentation, team work and self-reflection (T, P). <p>Key: C-Cognitive/Analytical; K-Subject Knowledge; T-Transferable Skills; P- Professional/ Practical skills</p>	
Assessment Types & Deadlines	Portfolio (4000 words) (100%)	Monday 8 January 2018 16:00
	<i>Formative assessment: reflective evaluation (500 words)</i>	<i>Monday 23 October 2017, 1600</i>

SESSIONS

CLASS TIME & LOCATION	SESSION LEADER	TOPIC	COMPULSORY READING
02/10/17, 9-11, 75MS02	SU	Introduction	-
09/10/17, 9-11, 75MS02	SU	Negotiation Theory	Fisher & Ury, 2003
16/10/17, 9-11, 75MS02	SU	Negotiation in Practice	-
23/10/17, 9-11, 75MS02	SU	Brexit Game: Part I	-
30/10/17, 9-11, 75MS02	SU	Preparation in Negotiations	-
06/11/17, 9-11, 75MS02	SU	Communication in Negotiations	-
13/11/17, 9-11, 75MS02	SU	Trust in Negotiations	-
20/11/17, 9-11, 75MS02	SU	Power in Negotiations	-
27/11/17, 9-11, 75MS02	SU	Values in Negotiations	-
04/12/17, 9-11, 75MS02	SU	Package Deals in Negotiations	-
11/12/17, 9-11, 75MS02	SU	Putting it all together - Brexit Game: Part II	-

During the semester, you will be introduced to the theory and practice of negotiation. The sessions will run as 2-hour long mixed sessions with some lectures and some class discussion and activities. The sessions from Week 4 onwards will be focused on student activities designed to illustrate some key aspects of negotiation, with particular focus on policy-making. The final week semester will be structured around pulling together all of the elements.

The entire module is a student-led activity. Therefore, students need to prepare and be active during all the sessions. Typically, you will not have specific readings each week, but you be given preparation activities for the following week.

Technology:

To support the activities, various technologies will be used.

SurreyLearn: there will be a public space on SurreyLearn, to share materials and to help prepare for negotiations. Podcasts of lectures from week 5 will be posted here. General information about the module is also available here.

Video: some negotiation sessions will be videoed, in order to help provide feedback. Clips will be posted on Ulearn.

Laptops: for some sessions, you will need to bring a laptop to the class: you'll be advised of this in good time. The module leader has some spare laptops for you to use, but you need to arrange this beforehand.

The aim of each of these technologies is to help facilitate your work. However, you should not rely on them: always keep back-up notes and materials and work on the basis that you might be deprived of the technologies at very short notice.

READING

Guidance on Reading

- In order to acquire a good understanding of the complexities inherent in political matters and the varieties of opinion that exist on any one topic, it is necessary to read a wide range of sources in order to engage with the debates in a critical fashion
- Reading widely is vital if students are to be able to substantiate their arguments empirically
- Reading lists are not exhaustive and students are encouraged to look for and draw on other academically appropriate source material

The reading list is available at <http://aspire.surrey.ac.uk/modules/pol3070.html>

ASSESSMENT

Formative reflective evaluation: 500 words

Deadline: Monday 23 October 2017 16:00

Aims of the Assessment

This short piece of formative work is designed to let you practice writing reflective work and to give you starting points for your final assessment. The evaluation should focus on what you have learnt in the first four sessions of the module. Thus, it should answer the following questions:

- Where do you see your strengths as a negotiator, in light of what you have learnt?
- What are your deficiencies?

Assessment Criteria

The aim of the evaluation is to start you reflecting on your practice, so as to give you a foundation on which to base your work in the rest of the module and in the final assessment. In particular, it is an opportunity to demonstrate your awareness and understanding of the following key areas: self-awareness; self-criticism; ability to engage and adapt to situations.

A strong piece of work will therefore show that you have a clear understanding of your abilities. The work is not graded on how 'good' a negotiator you are, but on your understanding of the process in which you are engaged.

Sources of Guidance

The evaluation will be discussed extensively in class, but you can also seek guidance from the module leader at any point.

Portfolio: c. 4,000 words

Deadline: Monday 8 January 2018 16:00

Aims of the Assessment

Your portfolio should comprise your reflections on the activities of the semester. This requires you produce a discussion covering each of the six sessions between Week 5 and 11, addressing the following points and supported by relevant evidence:

- What have you learnt from the sessions? How does this relate to the literature on the subject?
- Where do you see your strengths as a negotiator? How did this manifest itself?

- What were your deficiencies as a negotiator? How did this manifest itself? How did you address this?

The session-based reflections should be framed by an overview of the entire semester, developing these same themes in a more holistic way.

Key Features

The structure of the work is open to you, as long as you cover all the elements required. However, typically speaking, stronger work in previous years has taken a thematic, rather than a chronological, approach.

Assessment Criteria

The aim of the portfolio is to demonstrate your awareness and understanding of the following key areas: self-awareness; self-criticism; ability to engage and adapt to situations.

A strong piece of work will therefore show and explore a number of aspects. It will show that you have a clear record of what you did during sessions, with an understanding of why you did it. This should cover both good and bad aspects: in the case of the latter, you need to show you understand the problem, that you have taken steps to address it and that you have been able to evaluate the success of those steps.

The work is not graded on your 'success' or by 'winning' negotiations, but on your understanding of the process in which you are engaged.

Sources of Guidance

Since this is a very individual and reflective piece of assessment, it has to be driven by your own thoughts. With this in mind, you are strongly encouraged to discuss your work with the module leader.

Samples of previous submissions are available on SurreyLearn in the News items.

During the module, you will also receive feedback on your formative work, which is closely aligned to this piece.