

## 谈判教学研讨会

为了推进现代谈判教学和研究,美国西北大学凯洛格管理学院和国际冲突管理学会(IACM)将于2009年6月15日在日本京都举行“谈判教学研讨会”。研讨会为期一天,在2009年国际冲突管理学会年会之前一天进行。本次研讨会将面向世界各国大学商学院及相关教学机构的教学人员。

通过本次研讨会,参加者将了解到由心理学和博弈论构成的当今谈判的知识体系,获得目前全球商学院广泛使用的谈判教学案例和练习,并掌握凯洛格管理学院和哈佛商学院采用的现代谈判教学方法,同时参加者还能够了解目前谈判研究的前沿。有关此次研讨会的详细情况请见下面的英文以及日程表。参加者需要填写登记表。如果有什么问题可以联络北京大学光华管理学院张志学教授,邮件:[zxzhang@gsm.pku.edu.cn](mailto:zxzhang@gsm.pku.edu.cn); 电话:010-6276-5133。或者直接与凯洛格管理学院的Nancy McLaughlin联系,她的联系信息在以下英文信息的最后。

### **Negotiation Teaching Workshop**

**June 15, 2009**

**Hyatt Regency, Kyoto, Japan**

**1:00 - 5:00 pm**

### **Prior to the 2009 Annual Conference of the International Association of Conflict Management**

#### **Sponsors**

**Dispute Resolution Research Center, Kellogg School of Management**

**International Association of Conflict Management**

#### **DRRC Mission**

DRRC is a research center at the Kellogg School of Management, Northwestern University. DRRC promotes research and teaching negotiations, conflict management and dispute resolution. DRRC's web site explains about its **mission** and the **Negotiation Research & Teaching Certificate Program**.

#### **Purpose of the Workshop**

- Work with experienced teachers to learn how to teach negotiations.
- Meet like-minded scholars from around the world whose research and teaching is in the area of negotiations and conflict management.

## **Highlights of the Workshop**

### **1:00 PM Plenary session: Teaching Negotiations in Asia**

Dishan Kamdar – Indian School of Business, Hyderabad, India

Tetsushi Okumura – Nagoya City University, Nagoya, Japan

Zhixue Zhang – Guanghua School of Mgmt, Peking University, Beijing, China

Jeanne Brett – DRRC, Kellogg School of Management, Northwestern University

**Content Tracks and Sessions:** Each 50 minute session will be led by an experienced instructor and will illustrate the experiential learning approach that is the most effective and involving method of teaching negotiations. Each instructor will stress how to maximize the learning experience for your students associated with one DRRC exercise. Sessions are organized into four content tracks: deal making, dispute resolution, culture and negotiation, and multi-party.

### **Who should attend the DRRC Teaching Workshop**

Professors, PhD students, and consultants who teach or wish to teach negotiations to business, law, or public policy students at the undergraduate, graduate, or professional level.

### **Fee, Accommodations**

The fee **prior to May 1st, 2009 is \$30 US for faculty and \$20 US for graduate students.** After May 1st, 2009 the fee is \$40 for faculty and \$30 for graduate students. The fee includes all materials including the DRRC 2008 Negotiation, Teamwork, and Decision Making Exercises CD with teaching materials as well as an afternoon coffee break. This fee is separate from the IACM Registration fee. Please see the IACM web site for information about hotel accommodations.

### **Registration**

DRRC needs at least 30 people to sign up to be able to hold the workshop.

If you would like to register, please fax in the registration form. We do need you to make a commitment to attend by sending a credit card number. We treat credit card numbers with the utmost confidentiality. We do NOT take credit cards over the web. We will not run credit cards until we are certain that the Workshop will be held. We will inform you before we run your credit card. If your plans change after that, we would be happy to accept a colleague in your place.

### **Location**

**Hyatt Regency Kyoto**

For additional assistance please contact:

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