



Indraprastha College for Women

University of Delhi

Work Plan for ODD SEMESTER – 2026

Course Name:	Skill Enhancement Course
Paper Title:	Negotiation and Leadership
Unique Paper Code:	2416000003
Semester:	V
Faculty(s):	Dr. Dipika Bhatia
Year:	2026

Work Plan			
Unit No.	Learning Objective	Lecture No.	Topics to be Covered
Unit I	Negotiation Fundamentals	1	Key concepts and core vocabulary of negotiation process
		2	Key concepts and core vocabulary of negotiation process
		3	Key concepts and core vocabulary of negotiation process
		4	Key concepts and core vocabulary of negotiation process
		5	Key concepts and core vocabulary of negotiation process
		6	Key concepts and core vocabulary of negotiation process
		7	Negotiation Canvas Introduction of a framework for negotiation preparation
		8	Negotiation Canvas Introduction of a framework for negotiation preparation
		9	Negotiation Canvas Introduction of a framework for negotiation preparation
		10	Negotiation Canvas Introduction of a framework for negotiation preparation
		11	Negotiation Canvas Introduction of a framework for negotiation preparation
		12	Negotiation Canvas Introduction of a framework for negotiation preparation
		13	Negotiation Canvas Introduction of a framework for negotiation preparation
		14	Negotiation Canvas Introduction of a framework for negotiation preparation
Unit II	Managing critical moments	15	Strategies to manage critical moments in the negotiation
		16	Strategies to manage critical moments in the negotiation

		17	Strategies to manage critical moments in the negotiation
		18	Strategies to manage critical moments in the negotiation
		19	Strategies to manage critical moments in the negotiation
		20	Strategies to manage critical moments in the negotiation
		21	Effective Communication and Relationship Building
		22	Effective Communication and Relationship Building
		23	Effective Communication and Relationship Building
		24	Effective Communication and Relationship Building
		25	Effective Communication and Relationship Building
		26	Effective Communication and Relationship Building
		27	Effective Communication and Relationship Building
		28	Effective Communication and Relationship Building
Unit III	Discovering, creating and claiming value	29	Methods of value discovery during negotiation
		30	Methods of value discovery during negotiation
		31	Methods of value discovery during negotiation
		32	Methods of value discovery during negotiation
		33	Methods of value discovery during negotiation
		34	Methods of value discovery during negotiation
		35	Methods of value discovery during negotiation
		36	Methods of value discovery during negotiation
		37	Complex Negotiations
		38	Complex Negotiations
		39	Complex Negotiations
		40	Complex Negotiations
		41	Complex Negotiations
		42	Complex Negotiations
IV	Managing Alternatives	43	Concept of BATNA (Best Alternative to Negotiated Agreement)
		44	Concept of BATNA (Best Alternative to Negotiated Agreement)
		45	Concept of BATNA (Best Alternative to Negotiated Agreement)
		46	Concept of BATNA (Best Alternative to Negotiated Agreement)
		47	Legitimacy and Building Commitment
		48	Legitimacy and Building Commitment
		49	Legitimacy and Building Commitment
		50	Legitimacy and Building Commitment

		51	Legitimacy and Building Commitment
		52	Legitimacy and Building Commitment
		53	Legitimacy and Building Commitment
		54	Revision/Problems/Discussion
		55	Revision/Problems/Discussion
		56	Revision/Problems/Discussion

Unit	Contents/Syllabus
I - IV	- Getting to Yes: Negotiating Agreement Without Giving in by Roger Fisher, William L. Ury, and Bruce Patton. Penguin Books - Difficult Conversations: How to Discuss What Matters Most by Douglas Stone, Bruce Patton, Sheila Heen. Penguin Books - Value Negotiation: How to Finally Get the Win-Win Right by Horacio Falcão. Pearson Education Articles - The Seven Myths of Win-Win Negotiations, by Horacio Falcão - Control the Negotiation before it begins by Deepak Malhotra
S. No.	Name of Authors/Books/Publishers
1.	Getting to Yes: Negotiating Agreement Without Giving in by Roger Fisher, William L. Ury, and Bruce Patton. Penguin Books
2.	Difficult Conversations: How to Discuss What Matters Most by Douglas Stone, Bruce Patton, Sheila Heen. Penguin Books
3.	Value Negotiation: How to Finally Get the Win-Win Right by Horacio Falcão. Pearson Education
4.	- The Seven Myths of Win-Win Negotiations, by Horacio Falcão - Control the Negotiation before it begins by Deepak Malhotra

	Paper Components		
Credits	Lecture (L)	Tutorial (T)	Practical (P)
2	-	-	2
Assessment Scheme			
S.No.	Component	Marking Scheme	Total Marks
1	Internal Assessment • Assignment/Quiz/Project/Presentation • Class Test • Attendance	NA	NA
2.	Continuous Assessment (Tutorial) • Activity 1 • Activity 2 • Attendance	NA	NA
3.	Practical • Continuous Assessment • End Term Written/Practical Exam • Viva	80	80
4.	End Semester Examination		NA