

**Class Overview**

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| **General Class Information**  *All fields must be completed and posted in UVaCollab and World Viewable in SIS no later than two weeks prior to registration.* | | | | | | | | |
| **Subject Area &**  **Catalog Number** | PC4050 | **Class Title** | NEGOTIATION OF CONTRACTS AND MODIFICATIONS | | | | |
| **Credit Type** | **Undergraduate**  **Graduate** | | **Credit**  **Noncredit** | | **Delivery Method** | **P (In-Person)**  **CI (Classroom/Internet)**  **WB (Web-Based)** | |
| **Re-licensure**  **Re-certification Points** | N/A | | | **Approval Date**  *(For internal use only)* | | |  | |

1. **Class Description (Use the SIS 400 characters from catalog description)**

COVERS THE TECHNIQUES OF NEGOTIATION. FOCUSES ON

THE ORGANIZATION AND OPERATION OF THE PROCUREMENT

TEAM, PREPARATION AND CONDUCT OF NEGOTIATIONS OF

CONTRACTS, AND CONTRACT MODIFICATIONS BY THE TEAM

CONCEPT. MOCK NEGOTIATIONS ARE CONDUCTED IN CLASS

USING CASE STUDIES. PREREQUISITE: PC 4030.

1. **Learning Outcomes**

KNOWLEDGE OF NEGOTIATION TECHNIQUES AND PRINCIPLES FOR USE IN GOVERNMENT CONTRACTING AS WELL AS EVERYDAY SITUATIONS.

1. **Assessment Components**

MIDTERM, FINAL AND ONLINE CLASS DISCUSSION

1. **Required Text (include ISBN, specific edition)**

Getting to Yes: Negotiation Agreement Without Giving In, by Fisher, Ury and Patton. Penguin 2nd Revised Edition, 1991. ISBN 0140157352

1. **Required Additional Resources and Technical Components**

NONE.

1. **Other Class Expectations (for Classroom/Internet and Web-Based classes, specify any live (synchronous) meetings dates, times, delivery mode)**

NONE.