

## NEGOTIATION IN PURCHASING

1	Course Title:	NEGOTIATION IN PURCHASING	
2	Course Code:	ISL4309	
3	Type of Course:	Optional	
4	Level of Course:	First Cycle	
5	Year of Study:	4	
6	Semester:	7	
7	ECTS Credits Allocated:	5.00	
8	Theoretical (hour/week):	3.00	
9	Practice (hour/week):	0.00	
10	Laboratory (hour/week):	0	
11	Prerequisites:	None	
12	Language:	Turkish	
13	Mode of Delivery:	Face to face	
14	Course Coordinator:	Öğr. Gör. Dr. GÖKHAN ŞENOL	
15	Course Lecturers:	Öğr. Gör. Dr. Gökhan Şenol	
16	Contact information of the Course Coordinator:	Öğr. Gör. Dr. Gökhan Şenol gsenol@uludag.edu.tr 0(224) 294 11 94	
17	Website:		
18	Objective of the Course:	To teach the students negotiation techniques and methods to be used in purchasing, and to improve the skills of negotiation strategies and tactics.	
19	Contribution of the Course to Professional Development:	Gaining negotiation and communication skills to using them in purchasing.	
20	Learning Outcomes:		
		1	Learning the basic concepts and issues related to key factors of the negotiations
		2	Learning to identify the purpose in the negotiation and gaining the ability to classify objectives
		3	Recognizing the participants of the negotiation and to learn the relationships between them
		4	Learning to prepare for negotiation
		5	Learning tactics and strategies to be applied in negotiations
		6	Be able to successfully conclude negotiations in purchasing by improving the negotiation skills
		7	Learning to use alternative negotiation techniques effectively
		8	Learning the legal and ethical limitation in negotiations
		9	
		10	
21	Course Content:		
		<b>Course Content:</b>	
Week	Theoretical	Practice	
1	Introduction to Negotiation Techniques		
2	Objectives in Negotiation		

3	Negotiation Participants	
4	Special Issues in Negotiations	
5	Stages of the Negotiation Process	
6	Negotiation Strategies	
7	Maneuvers and Games in Negotiations	
8	Negotiation Tactics	
9	Negotiation Skills	
10	Alternative Negotiation Techniques	
11	Administrative and Commercial Negotiations	
12	Legal Factors in the Negotiation Process	
13	Ethics in Negotiations	
14	Case Studies and Exercise	
22	Textbooks, References and/or Other Materials:	<p>Canan Çetin, Müzakere Teknikleri İlke, Süreç, Uygulama, Beta Basım Yayım, 2014</p> <p>Ünal Sığı, Müzakere, Siyasal Kitabevi, 2019</p> <p>Business Review, HBR's 10 Must Reads : Müzakere, Optimist, 2020</p> <p>Peter Sander, Müzakere 101, Say Yayınları, 2018</p>
23	Assesment	
<b>TERM LEARNING ACTIVITIES</b>		<b>NUMBER</b>
		<b>WEIGHT</b>
Midterm Exam		1
Quiz		0
Home work-project		0
Final Exam		1
Total		2
Contribution of Term (Year) Learning Activities to Success Grade		40.00
Contribution of Final Exam to Success Grade		60.00
Total		100.00
Measurement and Evaluation Techniques Used in the Course		Multiple choice exams are used for assessment and evaluation.
24	<b>ECTS / WORK LOAD TABLE</b>	

Activites	Number	Duration (hour)	Total Work Load (hour)
Theoretical	14	3.00	42.00
Practicals/Labs	0	0.00	0.00
Self study and preperation	14	2.00	28.00
Homeworks	2	10.00	20.00
Projects	0	0.00	0.00
Field Studies	0	0.00	0.00
Midterm exams	1	20.00	20.00
Others	0	0.00	0.00
Final Exams	1	40.00	40.00
Total Work Load			170.00
Total work load/ 30 hr			5.00
ECTS Credit of the Course			5.00

25	CONTRIBUTION OF LEARNING OUTCOMES TO PROGRAMME QUALIFICATIONS															
	PQ1	PQ2	PQ3	PQ4	PQ5	PQ6	PQ7	PQ8	PQ9	PQ10	PQ11	PQ12	PQ13	PQ14	PQ15	PQ16
ÖK1	5	4	5	5	5	5	4	0	1	3	4	2	0	0	0	0
ÖK2	5	5	4	4	5	5	1	0	3	2	2	3	0	0	0	0
ÖK3	5	4	4	4	5	5	3	0	1	4	4	4	0	0	0	0
ÖK4	5	5	4	4	5	5	3	0	1	3	5	3	0	0	0	0
ÖK5	5	5	5	3	5	5	4	0	1	5	4	4	0	0	0	0
ÖK6	5	4	4	5	5	5	2	0	1	2	4	5	0	0	0	0
ÖK7	5	4	5	4	5	5	4	0	1	2	3	3	0	0	0	0
ÖK8	5	4	3	3	5	4	2	0	5	3	4	5	0	0	0	0
LO: Learning Objectives    PQ: Program Qualifications																
Contribution Level:	1 very low		2 low		3 Medium		4 High		5 Very High							