



Course Learning Outcomes for Unit V

Upon completion of this unit, students should be able to:

3. Identify the sources of power and communication techniques used during negotiation.

Reading Assignment

Chapter 7:

Communication

Chapter 8:

Finding and Using Negotiation Power

In order to access the resource below, you must first log into the myCSU Student Portal and access the Academic OneFile database within the CSU Online Library.

Mircica, N. (2014). Constructive communication in effective negotiation. *Analysis and Metaphysics*, 13, 64-67.

Unit Lesson

The unit lessons for this course are presented through interactive presentations. To view the presentation, click on the below link. Once you are finished reading the slide, click on the “next” button on the bottom right of the slide. To go to a previous slide, click “back.” Some slides contain interactive elements that open additional boxes. These slides are indicated with a yellow exclamation point on the top right and a statement letting you know what is interactive on the slide. To print the lesson, just right click on the slides.

Click [here](#) to access the Unit V Lesson presentation.

Suggested Reading

If you would like additional information regarding the textbook readings, consider reviewing the Chapter Presentations below:

Click [here](#) to access the Chapter 7 PowerPoint Presentation.

Click [here](#) to access the PDF version of the Chapter 7 Presentation.

Click [here](#) to access the Chapter 8 PowerPoint Presentation.

Click [here](#) to access the PDF version of the Chapter 8 Presentation.

If you would like to learn more information about the concepts discussed in this unit, consider reading the articles below, located in the CSU Online Library in the Academic OneFile database:

Donaldson, L. (1995). Conflict, power, negotiation. *British Medical Journal*, 310(6972), 104.

Peleckis, K. (2014). Bargaining power in the system of negotiations strategy: Essence, conception, elements/Derybines galios derybu strategijos sistemoje: esme, koncepcija, elementai. *Science - Future of Lithuania*, 6(1), 72.