

PS379-15 Negotiation and Influence

26/27

Department

Psychology

Level

Undergraduate Level 3

Module leader

Thomas Hills

Credit value

15

Module duration

12 weeks

Assessment

35% coursework, 65% exam

Study location

University of Warwick main campus, Coventry

Description

Introductory description

How we negotiate and influence one another are key aspects of behavioural science. They have tremendous consequences for modern life. They influence the quality of our relationships, the success of our business deals, the power of our management strategies, the impact of our marketing campaigns, the robustness of government policy, and tides of international diplomacy. 'Negotiation and Influence' will address these topics by providing students with an interactive framework for learning the art and science of negotiation, communication, conflict resolution, strategic interaction, diplomacy, and behavioural influence.

Module aims

- Learn a toolbox of effective methods for influencing ourselves and others
- Learn how these methods can be used in high and low-stakes negotiations
- Gain first hand experience negotiating
- Increase self-awareness and communication skills
- Understand contemporary research in behavioural science, nudging, boosting, and behaviour change

Outline syllabus

This is an indicative module outline only to give an indication of the sort of topics that may be covered. Actual sessions held may differ.

This module will cover the science and real-world application of negotiation and influence. Students will learn why these skills are important and how to use them in a series of life-like simulations designed to reinforce key concepts and give students the opportunity to practice and hone their skills. Students will also learn about cutting edge research in behaviour change, nudging, and boosting, and gain experience using tools for breaking down and approaching behaviour change problems effectively.

Learning outcomes

By the end of the module, students should be able to:

- Design effective behavioural influence strategies for a variety of real-world problems
- Understand and implement basic and advanced principles of negotiation
- Evaluate and critique research in the behavioural sciences on the topic of behaviour change
- Apply a range of strategies for addressing real world conflict mediation

Indicative reading list

[Reading lists can be found in Talis](#)

Interdisciplinary

This module incorporates historical case studies and tools useful for business negotiation, marketing, and day-to-day interpersonal interactions associated with self-advocacy.

Subject specific skills

- Negotiation
- Behavioural Influence
- Communication
- Self-motivation

Transferable skills

- Negotiation
- Behavioural Influence
- Communication
- Self-motivation

Study

Study time

Type	Required
Lectures	11 sessions of 2 hours (15%)
Seminars	10 sessions of 1 hour (7%)
Assessment	118 hours (79%)
Total	150 hours

Private study description

No private study requirements defined for this module.

Costs

No further costs have been identified for this module.

Assessment

You do not need to pass all assessment components to pass the module.

Assessment group D4

Assessment component	Weighting	Study time	Eligible for self-certification
Participation	5%	20 hours	No
10% of the students' mark will consist of online and in-class participation.			

Reassessment component is the same

Assessment component

Group Project	30%	38 hours	No
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Small groups will produce a creative piece of work elaborating on content in the module. This will be marked based on novelty, scholarship, coherence, appropriateness of the topic, and clarity.

	Weighting	Study time	Eligible for self-certification
Reassessment component			
Individual project			No
Students will produce a creative piece of work elaborating on content in the module. This will be marked based on novelty, scholarship, coherence, appropriateness of the topic, and clarity.			

Assessment component

Centrally-timetabled examination (Online)	65%	60 hours	No
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This will cover the entirety of the module's content.

~Platforms - WAS

- Online examination: No Answerbook required

Reassessment component is the same

Feedback on assessment

Participation marks will be discussed in class. Group feedback for presentation General exam feedback

[Past exam papers for PS379](#)

Availability

Courses

This module is Optional for:

- Year 3 of UPHA-VL78 BA in Philosophy with Psychology
- UPHA-L1CA Undergraduate Economics, Psychology and Philosophy
 - Year 3 of L1CA Economics, Psychology and Philosophy
 - Year 3 of L1CC Economics, Psychology and Philosophy (Behavioural Economics Pathway)
 - Year 3 of L1CD Economics, Psychology and Philosophy (Economics with Philosophy)

Pathway)

- Year 3 of L1CE Economics, Psychology and Philosophy (Philosophy and Psychology Pathway)
- Year 3 of L1CF Economics, Psychology and Philosophy (Tripartite Pathway)
- UPSA-C800 Undergraduate Psychology
 - Year 3 of C800 Psychology
 - Year 3 of C800 Psychology
 - Year 3 of C800 Psychology
- Year 4 of UPSA-C801 Undergraduate Psychology (with Intercalated year)
- Year 3 of UIPA-C8L8 Undergraduate Psychology and Global Sustainable Development
- Year 4 of UIPA-C8L9 Undergraduate Psychology and Global Sustainable Development (with Intercalated Year)
- Year 3 of UPSA-C804 Undergraduate Psychology with Education Studies
- Year 4 of UPSA-C806 Undergraduate Psychology with Education Studies (with Intercalated Year)
- UPSA-C802 Undergraduate Psychology with Linguistics
 - Year 3 of C802 Psychology with Linguistics
 - Year 3 of C802 Psychology with Linguistics
- Year 4 of UPSA-C805 Undergraduate Psychology with Linguistics (with Intercalated Year)