

**New York University
Stern School of Business
Collaboration, Conflict, and Negotiation**

MGMT-GB 2159 T6

Professor Jay A. Hewlin, Esq.

Syllabus (Subject to Change)

9/2/25 and 9/4/25 Welcome and Opening Exercises

- Required reading: Mnookin et al., *Beyond Winning*, Chapters 1–3 (coursepack)

9/7/24 Additional Simulation Exercises

- Required readings:
 - Andrea Kupfer Schneider: *Productive Ambition* (coursepack)
 - Stone et al., *Difficult Conversations*, Chapters 1-4 (Book)
 - <https://hbr.org/2022/01/negotiating-as-a-woman-of-color>

9/9/25 Additional Simulation Exercises

- Required reading:
https://www.americanbar.org/groups/dispute_resolution/publications/dispute_resolution_magazine/2021/dr-magazine-reconciliation-is-it-really-possible/the-power-of-an-appropriate-apology/

9/11/25 **Final Lecture and Final Negotiation**

NOTE: You will be assigned a counterpart for the final negotiation on the evening of September 11, 2025.

9/19/25 **THE FINAL PAPER AND RECORDING ARE DUE no later than 9:00 p.m. (EST).** Late submissions will receive zero points, resulting in a failing grade for the class. **Your paper will be considered later if received at 9:01.**