Negotiation skills

**Paper details:**

There are two objectives for the Course Project. To analyze a complex negotiation (work, personal, or historical).To apply negotiation course concepts in your analysis. These objectives, while straightforward, are critical to your learning. Application knowledge is the key. If you can apply what you have learned in the course to the project, you will also be able to apply what you have learned in other environments after the course has ended. Paper must be 10 pages minimum in length, not including the title, abstract, or reference pages. Paper must apply APA formatting. Paper may apply up to but no more than three pages in describing the negotiation. Negotiation should be complex enough to challenge students' analytic skills. Category Points % Description Organization and Cohesiveness 70 35% Central theme or purpose is clearly identifiable and well developed; introductory comments provide sufficient background on the topic and preview major points. Subsequent sections develop and support the central theme of the paper. Conclusions and recommendations follow logically from the body of the paper and bring closure to the paper. Structure is clear, logical, and easy to follow; smooth transitions between paragraphs help maintain the flow of thought. Meets minimum assigned length. No major errors in spelling, punctuation, or grammar. Paper is laid out effectively—uses headers and/or other reader-friendly tools. Paper is professional in appearance and demonstrates attention to detail; tone of voice is appropriate to the audience (academic is preferred). Content 120 40% Addresses all aspects of the assignment in sufficient depth. Analyzes and discusses negotiations concepts by extending and elaborating with realistic examples Exhibits a substantive and perceptive ability in analyzing and discussing negotiation topic that is focus of paper. Documentation (References) 30 15% The majority of opinions, assertions and analyses are rigorously supported by primary and secondary research. Papers need to include a minimum of six sources with at least 50% of them being primary sources. Note: course texts are secondary research sources. Formatting (APA) 20 10% Paper conforms to APA format guidelines. All references are acknowledged and properly cited in APA format. Total 240 100% An "A" quality paper will meet or exceed all of the above requirements.