

**Entrepreneurial Negotiation: the MIT Way**  
**SYLLABUS**  
**11.159/11.259**  
**Fall 2019**

**Professor: Lawrence Susskind**  
**Office Hours: By Appointment**

**TA: Jungwoo Chun**  
**Office Hours: Please Email**

**Online Meetings: 24/7 via MITxPro, Begins 9/30**

**5 In-Class Meetings: Fridays, 11:00AM-12:00PM**  
**9/27(optional, but recommended), 10/4, 10/11, 10/18, 10/25, 11/1**  
**Building 9, Room 451**

Entrepreneurial Negotiation combines online weekly negotiation exercises and in-person lectures designed to empower budding entrepreneurs with negotiation techniques to protect and increase the value of their ideas, deal with ego and build trust in relationships, and navigate entrepreneurial bargaining under constraints of economic uncertainty and complex technical considerations. Students must complete scheduled weekly assignments, including feedback to counterpart negotiators, and meet on campus with the instructor to discuss and reflect on their experiences with the course.

\*Students taking graduate version complete additional assignments.

**Course Grading:**

**This course is Pass/Fail only.** You receive your grade on the MITxPro platform online. If you receive over a 68% total in the online platform, you will be considered passed. To meet this requirement, you must submit 4 written assignments in MITxPro and grade your peers for each of those same assignments. If you do not complete both submitting your assignment and grading your peers, your work will be found incomplete in the MITxPro system.

Attendance to all five offline meetings is required. Please try to arrive on time.

**Assignments Submission:**

Students must complete 4 scheduled “Apply What You’ve Learned” weekly writing assignments, peer assessments, and meet on campus with Professor Susskind to discuss and reflect on their experiences with the course.

**Weekly assignments must be turned into BOTH the MITxPro platform and Stellar by 7PM EST on Thursdays.** You MUST submit to both. Your assignment will be graded by your peers in MITxPro, with the lowest score being automatically dropped (this lowest score can also be an assignment that you did not submit). If don’t submit, it will be recorded as a zero. The assignments you submit on Stellar will be reviewed by Professor Susskind prior to the offline class meetings on Fridays.

In addition to the 4 scheduled weekly assignments, students are required to complete all components of the online course materials at your own pace. All course components are outlined in the following pages. Detailed instructions on each component will be provided on the MITxPro platform once you enter the course. **Remember, each week’s writing assignments are due by Thursday of each week, peer assessments are due by Sunday of each week.**

\*Students taking the graduate (11.259) version are expected to complete an additional end-of-term assignment, which will be announced in class.

**Course Schedule on the MITxPro Platform:**

**WEEK 1: Get Started**

**Sep 30 – Oct 6, 2019**

*The program officially kicks off!*

*In the first week, you'll see who's in the class and get a bunch of course background information. After that, you will walk you through the course learning design, where you'll experience some content and sample some of the tools that we will use.*

*Let the fun begin!*

**Specific Topics in Week 1 include:**

- **Entrance Survey** 5 min
- Welcome 3 min
- Course Schedule 5 min
- Meet Your Fellow Students 5 min
- Meet Your Course Instructors 5 min
- Learning Design 35 min
- Your Cohort Assignment 1 hour
  - **UnHangout Event**  
 Wednesday, October 3<sup>rd</sup> @ 00:00 UTC  
 (Tuesday, October 2<sup>nd</sup> @ 7pm ET)
- Objectives and Learner Expectations 2 min
- Grading and Completion Criteria 1 min
- Certification Information 1 min
- Four Features of Entrepreneurial Negotiations 2 min
- Negotiation Key Terms 5 min

## WEEK 2: Manage Ego and Emotions

Oct 7 – 13, 2019

*Now it gets real -- “The MIT Way” revs up and it’s all about the doing. In this week, you’ll be asked to role play in a simulated negotiation. You’ll have the opportunity to watch the same negotiation enacted by 2 MIT graduate students. You’ll reflect on what you learned and then debrief the simulation with Professor Larry Susskind. Next up you’ll hear from entrepreneurs about how they’ve dealt with the same issues faced in the simulation. Finally, you’ll apply everything you’ve learned to a written assignment and then you’ll grade other students’ work.*

**Specific Topics in Week 2 include:**

- Before You Begin 2 min
- Readings 15 min
- PREPARE & DO PowerGraphics Simulation 2 hours
  - **UnHangout Event**  
 Wednesday, October 9<sup>th</sup> @ 00:00 UTC  
 (Tuesday, October 8<sup>th</sup> @ 7pm ET)
  
- WATCH PowerGraphics Simulation (optional) 30 min
- REFLECT PowerGraphics Simulation 30 min
- DEBRIEF PowerGraphics Simulation 20 min
- EXPERIENCE Voices from the Field 5 min
- APPLY What You’ve Learned 1 hour 15 min
  - **Writing Assignment**  
 Due: Thursday, October 10<sup>th</sup> @ 7PM ET
  
  - **Grading Assignment**  
 Due: Sunday, October 13<sup>th</sup> @ 11:59PM ET

## WEEK 3: Build Working and Trusting Relationships

Oct 14 – 20, 2019

*Weeks 3–5 have a similar cadence to Week 2 except the content focus is different. Hopefully you've established a study rhythm and are feeling in the groove. If not, now is the time to let the course team know! They're here to help.*

### Specific Topics in Week 3 include:

- Before You Begin 2 min
- Readings 10 min
- PREPARE & DO MedLee Simulation 2 hours
  - **UnHangout Event**  
 Wednesday, October 16<sup>th</sup> @ 00:00  
 UTC (Tuesday, October 15<sup>th</sup> @ 7pm  
 ET)
  
- WATCH MedLee Simulation 40 min
- REFLECT MedLee Simulation 30 min
- DEBRIEF MedLee Simulation 15 min
- EXPERIENCE Voices from the Field 5 min
- APPLY What You've Learned 1 hour 15 min
  - **Writing Assignment**  
 Due: Thursday, October 17<sup>th</sup> @ 7PM  
 ET
  
  - **Grading Assignment**  
 Due: Sunday, October 13<sup>th</sup> @ 11:59PM  
 ET

## WEEK 4: Deal with Uncertainty

Oct 21 – 27, 2019

*You're half-way through, but there still lots more to learn. This whole process (prepare-do-watch-reflect-analyze-experience-apply-grade) might feel like a lot of work, but we promise it will pay dividends. This pedagogy is very much intentional and has proven to work for many learners.*

### Specific Topics in Week 4 Include:

- Before You Begin 2 min
- Readings 5 min
- PREPARE & DO Bullard Houses Simulation 2 hours
  - **UnHangout Event**  
 Wednesday, October 27<sup>th</sup> @ 00:00 UTC (Tuesday, October 26<sup>th</sup> @ 7pm ET)
  
- WATCH Bullard Houses Simulation (optional) 1 hour 25 min
- REFLECT Bullard Houses Simulation 30 min
- DEBRIEF Bullard Houses Simulation 25 min
- EXPERIENCE Voices from the Field 5 min
- APPLY What You've Learned 1 hour 15 min
  - **Writing Assignment**  
 Due: Thursday, October 28<sup>th</sup> @ 7PM ET
  
  - **Grading Assignment**  
 Due: Sunday, November 1<sup>st</sup> @ 11:59PM ET

## WEEK 5: Handle Technical Complexity

Oct 28 – Nov 3, 2019

*All right, last time to exercise your negotiation chops and show us what you've got. Give it your all and wow your classmate with your negotiating skills.*

### Specific Topics in Week 5 Include:

- Before You Begin 2 min
- Readings 20 min
- PREPARE & DO Aerospace Ventures Simulation 2 hours
  - **UnHangout Event**  
 Wednesday, October 30<sup>th</sup> @ 00:00UTC  
 (Tuesday, October 29<sup>th</sup> @ 8pm ET)
  
- WATCH Aerospace Ventures Simulation (optional) 1 hour 55 min  
30 min
- REFLECT Aerospace Ventures Simulation 25 min
- DEBRIEF Aerospace Ventures Simulation 5 min
- EXPERIENCE Voices from the Field 1 hour 15 min
- APPLY What You've Learned
  - **Writing Assignment**  
 Due: Friday, March 16<sup>th</sup> @ 23:00 UTC
  
  - **Grading Assignment**  
 Due: Sunday, March 18<sup>th</sup> @ 23:30 UTC

## WEEK 6: Deal with Uncertainty

**Nov 4 – 10, 2019**

*The course team hopes you've enjoyed the past 5 weeks and are sad to think the program will be coming to a close. But don't think of this as an end; think of it as a beginning! The beginning of you being a more powerful negotiator and to becoming a continuously reflective practitioner.*

### Specific Topics in Week 6 Include:

- Becoming a Reflective Practitioner 3 min
- Looking Back on Your Journal Entries 30 min
- Advice from Entrepreneurs 3 min
- Overview of Key Lessons 4 min
- Final Readings 30 min
- **Exit Survey** 10 min

## After the course ends...

**Nov 11 – Dec 15, 2019**

*Download your certificate.*

### November 11

- Course ends at 23:30 UTC

### November 13

- Download your Course Certificate from your student dashboard

### December 15, 2019

- Course closes and all content is archived