

GEOGRAPHY AND PLANNING

SURP 805 – Negotiation for Planners– Winter 2026



Contact Time	Module; 4 weeks; 1 or 2 sessions/week	
Format	Simulations, case study discussions, lectures and videos	
Class Assessment (potential)	Informed class discussion:	(10% of Final Grade)
	Five in-class exercises / simulations:	(10% each, total of 50%)
	24 -hour take home paper (6-pages)	(40% of Final Grade; due after the module)

COURSE OVERVIEW

This module will offer an overview of the rapidly developing field of alternative dispute resolution, mainly within the context of planning and public sector disputes. The purpose of this course is to help students to acquire knowledge of conflict resolution and consensus-building techniques such as negotiation, facilitation and mediation, both in theory and in practice; and to develop hands-on skills in using these processes through role-playing simulations. The format of the course will include simulations, videos, lectures, and small group discussions.

There will a short article to be read before most classes. Some of the games require you to review a few pages of background and think a bit before the class.

The module will include six sessions over a four-week period, varying in length from 90 minutes to three hours, depending on the time needed for the simulation that day.

COURSE EXCLUSION: GPHY 332 (2016-2020)

LEARNING OUTCOMES

Upon successful completion of this course students will be able to:

1. Understand basic types of negotiations and disputes and their characteristics;
2. Improve their negotiation skills for public disputes;
3. Analyse and reflect upon the outcome of planning negotiations.

COURSE TOPICS

Course topics include: negotiation, facilitation and mediation; mainly in the field of public sector disputes.

COURSE READINGS

Required texts:

Fisher, R., W. Ury & B. Patton 2011. *Getting to Yes: Negotiating Agreement Without Giving In*. New York: Penguin Books (\$20). This book is perhaps the most widely read work on negotiation. It is surprisingly easy to read.

Case studies from Program on Negotiation at the Harvard Law School and the National Institute for Dispute Resolution; **Mandatory Case Materials Fee of approximately \$35**