

COURSE TITLE:

NEGOTIATION IN THE PUBLIC SECTOR

Number of classes: 20/15

Value expressed in ECTS points: 4/2

Description:

Negotiations in which the public sector appears as one of the parties always include a complex dynamics of different interests, values that are realized by these agreements and competition of resources. The negotiation process will be more efficient if "confrontational contracting", which is based on the mutual intention to use the other party, replaces the "partnership-based approach" in contracting, on the basis of which both parties find benefit for themselves, but at the same time look for ways to successfully help each other.





Course content:

- basic negotiation approaches, distributive and integrative;
- basic terms such as ZOPA (“Zone of possible Agreement”) and BATNA (“Best Alternative to a Negotiated Agreement”)
- the various alternatives available to public sector negotiators during negotiations compared to private sector negotiators, other states or international organizations;
- overcoming the limitations of the public sector negotiating space that is influenced by the public sector context, the alternatives that the public sector has and the personal capacities of the negotiators;
- knowledge to come up with a strategy during the negotiations that will be optimal from the aspect of public interest, and not only satisfactory (situations when “good” is an obstacle to “better”);
- amortization of information asymmetry resulting from the public sector’s obligation to be transparent, leading to a limitation of public sector negotiator’s options (there is no obligation of option transparency on the part of the private sector);
- finding a sustainable compromise between values held and defended by the public sector negotiator, which are partly contradictory (economic viability/social goals/political acceptability).

Implementers:

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