# Course Information

**Course:** Negotiations  
**Professor:** Chong  
**Course Materials:**  

## First Assignment

- **Shell:** Introduction (p.xv-xx)  
- **Handout:** Negotiator’s Dilemma (Below)  
- **Shell:** #1: Bargaining Styles (p.3-25)

## Additional Notes

Please come to class prepared to do your first simulated negotiation. The password to the TWEN website will be provided on the first day of class. If you would like access earlier, then please email cschong@usfca.edu to request the password in advance. Thank you.