

Negotiation tactics

[Business](#), [Management](#)



Law of the Olympic Games Law 451D – Sec. 001 (4-Credit Seminar) Spring 2010 Administrative Information Professor Joseph Weiler Instructor: Ken Cavalier E-mail:ubc. ca E-mail:net Phone: 604 – 822 – 4246 Phone: 604 – 581 – 0261 Office: Curtis 221 Instructor: Arun Mohan Instructor: Brian Schechter E-mail:comE-mail: com Phone: 604 – 375 – 3901 Class Schedule: Tuesday: 2 – 5 pm Classroom: UCLL 173 (Lower Level of the Leon and Thea Koerner University Centre)

Evaluation Term paper accounts for 2/3 of the final grade. a. Approximately a 30 - 40 page paper is expected. b. The paper is due on Friday, April 30 by 4: 30 p. m. c. Papers must be handed in at the Fish Bowl (Reception) Desk in paper format, and e-mailed to Professor Weiler in Word format. Class participation accounts for 1/3 of the final grade. a. A portion of the class participation mark will be based on a discussion that will be led by a student-group and center on the topics delineated in the course schedule (next page). b.

A portion of the mark will be based on a discussion outline that must be created and handed out to the class—preferably by e-mail—at least a week before your particular discussion. c. A portion of the mark will be based on participating in the other discussions. Course Materials Students will read from the Course Kit, which will be emailed to everyone. In addition, in preparation for the weekly discussions, the class will read the discussion outlines prepared by their fellow students, as well as materials from the suggested readings listed in these outlines.

These materials will be available online and/or on course reserve. Schedule

The course will follow the schedule detailed below: Week 1 January

5 Introduction and Administration Week 2 January 12 Administration: Group

Topic Organization Week 3 January 19 The Olympic Movement: Setting the

Stage -History, goals, values, benchmarks Week 4 January 26 The Bid Process

-- Fairness, scandals, checks and balances - -- Lessons from previous bids

Guest: Don Rosenbloom (2010 Bid Corp) Student Discussants: Andy Roy:

com Jon Conlin:com Week 5 February 2

Citizen Engagement and the Olympics Plebiscites, interest

groups/watchdogs, community activation and mobilization -Housing Impacts:

Positive and/or Negative? Guests: Rob VanWynsberghe (UBC: OGI Project)

and Brenda Metropolit (VANOC) Student Discussants: Samuel Loeb:

com Christian Nielsen:com Week 6

February 9 Eligibility to Play / Judging of Events - Use of Performance

Enhancing Drugs, Illegal Drugs, - Gender equity: the Women Ski Jumpers

Case - Disability - Nationality - ADR-Court of Arbitration for Sport (CAS) -

Comparison with professional sports and tours Guest: Nick Hopewell (Sports

Lawyer)

Student Discussants: Alexis Marach:com Week 7 February

16 No Class due to Midterm Olympic Games Break Week 8 February 23 No

Class due to Midterm Olympic Games Break Week 9 March 2 Building and

Operating the Games - Operation of the labour market, wage inflation and

building costs, regulation of work stoppages employment equity strategies,

use of volunteers Guests: Brian Dolsen (2010 Bid Corp, 2010 Legacies Now)

and Roslyn Kunin (Canada West Foundation) Student Discussants: Alia Somji:

<https://assignbuster.com/negotiation-tactics/>

com Peter Thoegersen:dk Emilie Vingtoft-Andersen:com

Week 10 March 9 Revenue Sources: Sponsorship - Trademarks and Sponsorship - Exclusivity - Sponsors as “ Olympic Partners” - Ambush marketing Guest: tba Student Discussants: Chris Filipchuk: c.

com Alexandra Tratnick:com Week 11 March 16 Revenue Sources: Broadcast -Television, radio, videogames, Internet: Are they complementary or competitive properties and platforms? - Domestic rights, global rights, valuation strategies -Distribution of revenue: IOC and NOCs and OCOGs -Relation to sponsorship Guests: tba Student Discussants: Audrey Lim: audry.com Neil Spencer:

a Week 12 March 23 Sustainability and the Olympic Games -The Triple Bottom Line of Sustainability: Economic, Environmental and Social Sustainability Guests: Linda Coady, Margaret Dickson (VANOC) Student Discussants: Alasdair Shaw:gla. ac. uk Week 14

March 30 Aboriginal Inclusion: the Four Host First Nations as Olympic Partners Guest: Tewanee Joseph, Executive Director, Paul Manning (Senior Consultant) : Four Host First Nations (FHFN) Secretariat Student Discussants: Victor Ing:ubc. ca Gina Wu: gina. cy.com Week 14 April 6 Olympic Legacies: 2010 Legacies Now Building Better Communities -Sport and Recreation, Literacy, Arts, Volunteers Guests: Bruce Dewar (2010 Legacies Now) Student Discussants: Robert Pinsent:

com Week 15 April 13 Cultural Olympiad -Torch Relay, Opening and Closing Ceremonies -Relation between Cultural Olympiad and other media and entertainment products during Games time -Ambush

marketing and citizen protests -Cultural legacies UBC's Role in the Games

Guests: Michelle Aucoin, UBC Olympic Secretariat Student Discussants:

Course Wrap-Up April 30 (Friday) Paper Due at 4: 30 p. m. Via E-mail to

Professor Weiler and Hard Copy to Fishbowl Office