



## DEAL OR NO DEAL, CLOSE OR BE CLOSED, BETTER OR EASIER, PLAN BEFORE OR PLAN AFTER.

Meeting Days, Times, Location: [ONCE EVERY WEDNESDAY FOR 6  
CONSEQUITIVE WEEKS, 3 HOURS, ONLINE]

Semester: [1], Year: [ 1]

Units: [3], Section(s): [TBD]

### Instructor information

<b>Name</b>	Kayvon Javid DDS, Phd Candidate
<b>Contact Info</b>	E. <a href="mailto:onecure@aol.com">onecure@aol.com</a> P. +3106029496
<b>Office location</b>	Torrance, California, USA
<b>Office hours</b>	8-5 Monday-Friday Pacific Standard Time

### TA Information [If applicable]

<b>TA name</b>	N/A
<b>TA Contact Info</b>	N/A
<b>Office location</b>	N/A
<b>Office hours</b>	N/A

### Course Description

- The course will allow the students to understand the art of negotiation, recognition of an opportunity, the rational of decision making and business planning.

### Learning Objectives

After completing the course, students will have a better understanding of

- Recognize when an opportunity presents itself
- The art of win/win negotiation
- Working harder vs easier path
- How empowering others will help us grow
- Why we need to plan ahead

## Learning Resources

- Invisible Influence: The forces that shape behavior, [JONAH BERGER](#) (Author) Spelling out your Career: Secrets to living your dreams, [Julianne O'connor](#) (Author)

## Assessments

The final course grade will be calculated using the following categories:

Assessment	Percentage of Final Grade
20 Points Midterm Exam	20%
30 Points Final Project	30%
20 Points Weekly Online Posts	20%
30 Points Weekly Assignments	30%

- Midterms exam will be 50 multiple choice questions
- Final Project will be a 20-30 page research on a multinational healthcare supply chain member and strategies are deployed by their executive teams to achieve sustainability. **APA style citations will be required.**

Students will be assigned the following final letter grades, based on calculations coming from the course assessment section.

Grade	Percentage Interval
A	90-100 Points
B	80-89 Points
C	70-79 Points
F	<70 Points

## Grading Policies

- **Late-work policy:** The instructor will accept late work without a penalty in case of health or personal family concerns where evidence is submitted. Otherwise, a 5% deduction may result
- **Make-up work policy:** On a case by case basis.
- **Re-grade policy:** On a case by case basis.
- **Attendance and/or participation policy:** Missing a weekly meeting will lead to a 5% grade deduction. This penalty will not apply if a doctor's note is presented.

## Course Policies

- **Attendance & Participation:** Attendance and/or participation is graded component of this course.
- **Academic Integrity & Collaboration:** Plagiarism of any kind will result in an F grade. Collaboration between student is encourage.
- **Late-work/Make-up work policy:** Late work will lead to a 5% grade reduction for each day the assignment is late unless prior permissions were obtained from the instructor. This penalty will not apply if a doctor's note is presented.
- **Accommodations for students with disabilities and student wellness:** If you have a disability and require accommodations, please contact me. If you have an accommodations letter from the Disability Resources office, I encourage you to discuss your accommodations and needs with the instructor as early in the semester as possible. I will work with you to ensure that accommodations are provided as appropriate.
- **Mobile Devices:** Mobile devices are not permitted during the weekly class meetings.

## Course Schedule

Date	Theme/Topic	Learning Outcomes Addressed	Assignments Due
TBD	TBD	TBD	TBD