

### COURSE DESCRIPTION CARD

NOTE: If the course includes lectures and classes, the Course Description Card applies to both types of instruction

**1. Course title:**  
**International Business Negotiations**

**2. Course code:**  
Number of ECTS credits:  
Course completion method ...  
Course commenced / Year:  
2019/2020

**3. Major:** International Business

**4. Department of major coordinator:** Department of Consumption Research

**5. Name of course instructor:**

Lectures: Anna Adamus-Matuszyńska, Ph.D., Hanna Kelm, Ph.D.

Classes: Anna Adamus-Matuszyńska, Ph.D., Hanna Kelm, Ph.D.

**Examiner:** Anna Adamus-Matuszyńska, Ph.D., Hanna Kelm, Ph.D.

**6. Department of course instructor:** Public Management and Social Science

**7. Number of contact hours with students:**

Type of course	Full time study	Part time study
Lectures		-
Classes	30	-
Foreign language classes		
Lab classes		
Seminars		
E-learning		
Other		
<b>Total hours</b>	<b>30</b>	
Examination (hours)		

**8. Course timeframe (no. of semesters)** 1

Course commencement /

Course commencement / 2<sup>nd</sup> semester

**9. Level of tertiary education ...**  
Bachelor

**10. Course status**  
X Compulsory for the major

**11. Course prerequisites**  
Compulsory: none  
Recommended: none

**12. Course objectives:**

This course is focused on gaining knowledge and enhancing skills in international negotiations. **1.** Students will obtain basic understanding of international negotiation dynamics and processes by studying the fundamental nature of competitive and cooperative behaviour in an international business context.

**2.** Students will seek to apply the concepts and methods introduced in this course, thereby gaining greater control over their analytical and social problem solving skills, while improving their skill as international negotiators.

**13. Teaching and learning methods:**

**A. Direct student-instructor contact:**

No.	Teaching methods	Description	Number of hours	
			Full time study	Part time study
1.	Workshops	Practice of communications and negotiation skills	20	
2	Case study analysis	Providing and analysing international negotiation cases and good practice.	10	
...				
Total			AS: 30	AN:

**B. Self-study:**

No.	Learning methods	Description	Number of hours	
			Full time study	Part time study
1.	Literature studying	Reading provided hand-outs and literature.	50	
2.	Studying Internet Resources	Studying and analysing Internet resources to get to know negotiations case studies.	20	
...				
Total			BS: 70	BN:

Total AS+BS = 100

Total AN+BN = .....

Examination (E) =

Examination (E) = .....

Total AS+BS+E= 100

Total AN+BN+E = .....

**14. Key words: conflict, conflict resolution, negotiation, compromise, cooperation**

**15. Course content:**

1. Introduction and overview to International Business Negotiation
2. Negotiation Fundamentals – communication
3. Negotiation strategy and tactics: Distributive bargaining
4. Negotiation strategy and tactics: Integrative negotiation
5. Planning and analysis in negotiation
6. Perception, emotion and social influence in negotiation
7. International negotiation environment and international negotiation behavior
8. Managing Negotiation Complexity in Organisations
9. Power, influence and ethics in negotiation
10. Cultural differences in negotiation
11. International and Cross-Cultural Negotiation
12. Negotiation cases

**16. Course learning outcomes as related to the learning outcomes of the major and methods for assessing student attainment.**

Intended learning outcomes of the major/Symbols	Intended learning outcomes of the course	Methods for assessing student learning outcomes	Documentation
<u>Knowledge</u>			
IB1_K05#	Student knows and understands relationships between economic entities in international and cross-cultural context. Has knowledge on norms and rules of negotiation affecting activities of	Written exam – analysis of selected international negotiations case	Students' work.

	social institutions in international context.	study.	
<u>Skills</u>			
IB1_S04#	Student is able to analyse and interpret norms and rules of negotiations adequate for international business situations. Student is able to propose and discuss solutions for managerial problems requiring negotiations or mediation.	Negotiations - role play	Case studies for role play
IB1_S09#	Student is able to use effectively the knowledge about cultural diversity in negotiations. Is able to use different tools and techniques to build relationships and work effectively in multicultural teams. Is able to play different roles in multicultural teams.	Negotiations - role play	Case studies for role play
IB1_S10#	Student is ready for social interactions, adaptations to working team and able to play different roles in teams.	Negotiations - role play	Case studies for role play
<u>Social competences</u>			
IB1_C05# IB1_C06#	Student is presenting entrepreneurial attitude. Recognizes and understands consequences of action and decisions of people in organizations. Identifies and seeks for solutions of problems at work. Student is ready to detect, prevent and react to unethical, immoral and unprofessional behavior.	Negotiations - role play	Case studies for role play

#### 17. Method for determining the final course grade:

No.	Methods for awarding credits and course completion requirements	Description	Percentage of the final course grade*
1	Case analysis	Students will analyse negotiations case studies and prepare an essay on a particular case.	30
2	Group tasks	Students will conduct research on selected case studies and prepare presentation about a particular case (team project).	70

\* If students are required to obtain both a class grade and an exam grade, the class grade constitutes at least 30% of the final course grade.

#### 18. Reading list

##### Mandatory readings:

1. Roger Fisher; William Ury: Getting to Yes. Negotiation Agreement without giving in.
2. A International negotiation: analysis, approaches, issues. Praca pod red. Victoria A. Kremenyuk. San Francisco: Jossey-Bass, 2002.

##### Suggested readings:

1. Mastering business negotiation: a working guide to making deals and resolving conflict. Praca pod red. Roy J. Lewicki, Alexander Hiam. San Francisco: Jossey-Bass, 2006.
2. J. P. Singh: Negotiation and the global information economy. Cambridge : Cambridge University Press, 2008
3. Negotiation of identities in multilingual contexts. Praca pod red. Anety Palenko; Adriana Blackledge. Clevedon: Multilingual Matters, 2003

#### 19. Language of instruction: English

#### 20. Course instructor's recommendations:

A classroom with an access to internet and with the projector is expected.