Uniwersytet Ekonomiczny w Katowicach

INTERNATIONAL BUSINESS NEGOTIATIONS

Syllabus

Basic information

Field of study International Business	**Didactic cycle** 2024/25
Speciality -	**Subject code** EKOIBNS.L8KR.0504.24
Organizational unit School of Undergraduate and Graduate Studies	**Lecture languages** English
Study level undergraduate studies	**Mandatory** Obligatory
Study form full-time	**Block** Major courses
Education profile general academic	**Department responsible for the subject** Department of Public Management and Social Sciences
	Subject related to scientific research No
	Subject shaping practical skills No

Coordinator	Hanna Kelm
Teacher	Hanna Kelm

Period	**Form of teaching, number of hours and method of examination**	**Number of ECTS points**
Semester 4	• classes: 28, Credit with grade	3

Flags	soft skills

Goals

Code	Goal
C1	This course is focused on gaining knowledge and enhancing skills in international negotiations. There are two primary goals of the course: 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.

Recommended requirements

English B2

Subject's learning outcomes

Code	Outcomes in terms of	Major learning outcomes for the subject	Examination methods
Knowledge:			
W1	Student knows and understands the relationships between economic entities such as enterprises, social entities, non-profit organizations, considered in an international and multicultural context. Has advanced knowledge of norms and negotiating principles that determine structures, management strategies and the way social institutions function in an international context.	IBN.L_W05	Final test (written) - test, End-of-course assessment - individual presentation
Skills:			
U1	Student is able to analyze and interpret the systems of norms and negotiating principles, adequate for the culturally, socially, economically and legally conditioned decision-making situations in international business. Student can propose and discuss solutions to management problems in international business.	IBN.L_U02	Participation - involvement in team activities, End-of-course assessment - individual presentation
U2	Student is able to use knowledge about cultural diversity and its importance in the context of international social and economic relations. Is able to use diverse and innovative tools supporting building relationships and effective individual and team work in a multicultural environment. Student can work independently and in teams, including intercultural teams. Student is prepared to fulfill various roles in the task force.	IBN.L_U07	Participation - involvement in team activities
U3	Is ready for social interactions, has the ability to adapt to a workgroup, takes up various team roles.	IBN.L_U08	Participation - involvement in team activities
Social competences:			
K1	Is willing to think and act in an entrepreneurial manner. Recognizes and takes into account the consequences of decisions and actions taken by employees.	IBN.L_K05	Participation - involvement in team activities

Code	Outcomes in terms of	Major learning outcomes for the subject	Examination methods
K2	Identifies, assesses and resolves problems related to professional work, can identify unethical, immoral and unprofessional aspects, and act to comply with applicable legal and ethical standards.	IBN.L_K06	Participation - involvement in team activities

Study content

No.	Course content	Subject's learning outcomes	Activities
1.	1. Negotiations – basic concepts 2. Negotiations – stages and elements 3. Negotiations - techniques	W1	classes
2.	1. Negotiations – planning and preparations 2. Communication in negotiations 3. Cultural differences in negotiation 4. International and Cross-Cultural Negotiation	U1, U2, K1	classes
3.	1. Negotiations – simulations 2. Negotiation cases	U3, K2	classes

Course advanced

Activities	Methods of conducting classes
classes	Lecture using multimedia techniques, Role play, Workshop, Simulation, Case study

Activities	Examination method	Percentage
classes	Final test (written) - test	50%
classes	End-of-course assessment - individual presentation	25%
classes	Participation - involvement in team activities	25%

Activities	Credit conditions
classes	Passing final test, preparing presentation and taking part in activities during class

Literature

Obligatory

1. Roger Fisher; William Ury: Getting to Yes. Negotiation Agreement without giving in.
2. International negotiation: analysis, approaches, issues. Praca pod red. Victora A. Kremenyuk. San Francisco: Jossey-Bass, 2002.
3. 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.

Optional

1. J. P. Singh: Negotiation and the global information economy. Cambridge : Cambridge University Press, 2008
2. Negotiation of identities in multilingual contexts. red. Anety Palenko; Adriana Blackledge. Clevedon: Multilingual Matters, 2003
3. Helmold, M., Dathe, T., Hummel, F., Terry, B., & Pieper, J. (2020). Successful international negotiations. Springer International Publishing.

Calculation of ECTS points

Activity form	**Activity hours***
classes	28
E-learning - analysis of e-learning materials	15
Preparation of end-of-course assessment - individual presentation	12
Analysis of class notes	20
Student workload	**Hours** 75
Number of ECTS points	**ECTS** 3

* hour means 45 minutes

Major learning outcomes for the subject

Code	Content
IBN.L_K05	Is ready to think and act in an entrepreneurial way. Recognizes and takes into account the consequences of decisions and actions taken by employees of various types of organizations, in various cultural conditions. Is ready for social interaction, has the ability to adapt to a workgroup, takes on various team roles.
IBN.L_K06	Is ready to perform professional roles responsibly. Is aware of the need for lifelong learning and is prepared for continuous professional development. Identifies, assesses and solves problems related to professional work, is able to identify unethical, immoral and unprofessional aspects and act to comply with applicable legal and ethical standards.
IBN.L_U02	Is able to analyze and interpret systems of norms and rules (legal, professional, organizational, negotiating and ethical) adequate to culturally, socially, economically and legally conditioned decision-making situations in international business. Is able to explain and use management concepts in the course of discussions on emerging problems of international management. Can propose and discuss solutions to management problems in international business.
IBN.L_U07	Can use knowledge about cultural diversity and its importance in the context of international social and economic relations. Can use diverse and innovative tools to support building relationships and effective individual and team work in a multicultural environment. Is able to work independently and in teams, including intercultural teams. Is prepared to perform various roles in a task force.
IBN.L_U08	Is ready to think and act in an entrepreneurial way. Recognizes and takes into account the consequences of decisions and actions taken by employees of various types of organizations, in various cultural conditions. s ready for social interaction, has the ability to adapt to a workgroup, takes on various team roles.
IBN.L_W05	Knows and understands the relationships between economic entities such as enterprises, social entities, non-commercial organizations, considered in an international and multicultural context. Has advanced knowledge of the norms and principles (legal, organizational, financial, professional, negotiating, moral and ethical) determining the structures, management strategies and functioning of social institutions embedded in an international context.