

INTERNATIONAL NEGOTIATION

COURSE: THIRD

SEMESTER: SECOND

TYPE: MANDATORY

CREDITS: 3

LANGUAGE: ENGLISH

PROFESSOR: [DRA. MAYYA LEVKINA](#)

OBJECTIVES:

The objective of the course is to introduce the basic characteristics and ways of negotiation on the main international markets, associated with its cultural background, so that students can carry out an analysis of the situation and be able to design strategies and plans of action to achieve the objectives set by the teacher.

Additionally, the student will learn and will be able to put into practice the main negotiation techniques based on the negotiation styles that the counterpart can have. Finally, students will learn the main steps of cultural action and protocol in an international negotiation process.

COMPETENCES:

BASIC

- **CB1** That students have demonstrated to possess and understand knowledge in an area of study that starts from the base of general secondary education, and is usually found at a level that, although supported by advanced textbooks, also includes some aspects that imply Knowledge from the vanguard of their field of study.

- **CB2** Students can apply their knowledge and professional skills in the workplace and have necessary skills that can be demonstrated when they engage in developing and defending arguments and solve problems in their area of study.
- **CB3** Students can collect and interpret relevant data (appropriate to their discipline) in order to critically evaluate arguments and evidence, including a reflection on social, scientific and ethical aspects.

GENERIC

- **G3** Students can work in contexts which respect human rights, gender equality and cultural differences, and they can adopt these values in the workplace.
- **G5** Develop strong oral and written communication skills in English.
- **G6** Students can solve problems, design strategies and evaluate the repercussion of the proposed solutions from theoretical and practical perspectives offered by Social Science.
- **G7** Students can critically assess opinions, situations and behaviors, including those which are typical of their work environment.

TRANSVERSAL

T1 Acting with critical spirit and reflection before the knowledge in all its dimensions, showing intellectual cultural and scientific restlessness and commitment to the rigor and the quality in the professional exigency.

T3 Interacting in global and international contexts to identify needs and new realities that allow the transfer of knowledge to current or emerging areas of professional development, with adaptability and self-direction in professional and research processes.

T5 Exercise active citizenship and individual responsibility with commitment to democratic values, sustainability and universal design based on practices based on learning, service and social inclusion.

T6 Use different forms of communication, both oral and written or audiovisual, in own language and in foreign languages, with a high degree of correctness in use, form and content.

T7 Becoming the main actor of the training process itself in view of personal and professional improvement and the acquisition of an integral training that allows learning and living in a context of linguistic diversity, with diverse social, cultural and economic realities.

SPECIFIC

E5 Knowing the cultural, social, geopolitical and legislative context of the different world economies as a basis for the development of international business.

E6 Appreciating the changes that occur in the context of the different international agreements and that affect the economic relations of the different countries and the activity of the companies in international business.

E8 Identify the economic, cultural, political, legal, demographic and technological environments that can represent opportunities and threats for the development of the activity in international businesses.

E12 Adapt the different techniques of communication and negotiation depending on the interlocutor and define a clear goal to communicate or negotiate.

E13 Address and understand the culture and business environment and propose real solutions to specific problems in the management of the people of the organization.

LEARNING OUTCOMES

R1 Identify the roles, objectives of the various actors and the resources available to them and formulates a competent negotiation strategy.

R2 Using team negotiation skills in conflict resolution in international business.

R5 Collects and interprets data and information on which to base their conclusions, including, if necessary and appropriate, the reflections on issues of social, scientific or ethical in the scope of their field of study.

R6 It acts in the common situations and those that are characteristic of the profession with commitment and responsibility.

R7 Correct oral use of language (verbal and non-verbal) in personal and professional interaction in Catalan, Spanish and English.

R8 It shows skills for the analysis of situations from a global and comprehensive perspective by relating social, cultural, economic and political elements as appropriate.

CONTENTS:

I. Introduction

- Features of Negotiation
- Features in International negotiation

Contexts

- Environment context
- Economic Environment
- Socio Cultural environment
- Political Environment
- Technological environment
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III. Culture and Negotiation

- Investigation
- Mediation
- Conciliation
- Arbitration
- Adjudication

IV. Types of negotiation

- Commercial Negotiation
- Legal Negotiation

V. Levels of communications

- Intrapersonal communication
- Interpersonal communication
- Small group communication
- One-to-group communication
- Mass communications

EVALUATION SYSTEM:

There will be one final exam that will have a value of 40% of the final grade the remaining 60% will be obtained from three activities, attendance and active participation in class, in addition to the activities' oral presentations:

Final Exam: 40% - Minimum grade to pass 40/100 (forty out of 100). Susceptible of recovery by means of a complementary examination, as long as the student has correctly developed the complete continuous evaluation.

G3, G5, G6, G7, CB1, CB2, CB3, T1, T3, T5, T6, T7, E5, E6, E12, E13, R1, R2, R5, R6, R7, R8

Analysis of articles: 20%. Optional. Individual work. Students will be given an article to read and will have a quiz on a stimulated day. This activity will consist of oral work / discussion in class and a class quiz. Students will perform a different activity so that each of the presentations will have associated a debate to delve into the topic discussed.

G3, G5, G6, G7, CB1, CB2, CB3, T1, T3, T5, T6, T7, E5, E6, E12, E13, R1, R2, R5, R6, R7, R8

- **Group Project:** 30%. Mandatory. GROUP work. The student must do it and make the different deliveries on the stipulated dates for the correct monitoring by the teacher and for the correct monitoring of the subject itself and its continuous evaluation by the students. Students can make the oral presentation only if partial deliveries of the activity are completed. Both parts (written work and oral presentation) are mandatory. Each group will perform a different activity so that each of the presentations will have associated a debate to delve into the topic discussed.

G3, G5, G6, G7, CB1, CB2, CB3, T1, T3, T5, T6, T7, E5, E6, E8, E12, E13, R1, R2, R5, R6, R7, R8

- **In-Class Activities:** 10%. Optional. GROUP and INDIVIDUAL work. During the course different activities and role plays will be performed in class. All the activities done and delivered through the campus will be evaluated. G3, G5, G6, G7, CB1, CB2, CB3, T1, T3, T5, T6, T7, E5, E6, E8, E12, E13, R1, R2, R5, R6, R7, R8

In addition, the teacher will take into consideration the evolution, progress, proactivity, effort and development of the continuous evaluation; besides taking into account the assistance and active participation. An outstanding consideration will be given to the contributions made by the students.

In the event that a student, having correctly developed the practical part of the continuous evaluation, doesn't pass one or both partial exams may have the

chance to retake the exam in the complementary period, in order to guarantee the option of improvement.

METHODOLOGY:

This is a classroom subject that combines theoretical knowledge with its implementation. Throughout the class sessions, the teacher will expose contents of the program through the use of different learning methodologies, in addition to performing group-training activities to complement and put into practice the knowledge acquired. In addition, students should carry out individual activities during their personal work hours (activities I and II; other classroom activities).

On the other hand, during the hours of personal work, the students will make a final work of the subject (activity III) that they will have to exhibit at the end of the academic period. For this, the students will have tutoring hours with the teacher in order to supervise and guide the development of the project.

Finally, it is recommended that the student dedicate each week a few hours of personal work to this subject in order to consolidate the knowledge acquired. This personal work will consist of a review of the theoretical aspects treated in class and to complement them with the basic bibliography.

BIBLIOGRAPHY:

New Rules of International Negotiation. Building Relationships, Earning Trust, and Creating Influence Around the World, Catherine Lee, Career Press 2007.

Negotiation. Myths, Misperceptions and Damned Lies. Dr. Margaret Neale, Kantola Training Solutions, 2010.

