# Course Descriptions None 2013-2014

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| Course Title | International negotiation skills |
| Course Code | EBS2041 |
| ECTS Credits | 4,0 |
| Assessment | None |

Period

| Period | Start | End | Mon | Tue | Wed | Thu | Fri |
|---|---|---|---|---|---|---|---|
| 6 | 16-6-2014 | 27-6-2014 | - | | | | |

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| Level | Introductory |
| Coordinator | Simon Bartczek For more information:s.bartczek@maastrichtuniversity.nl |
| Language of instruction | English |
| Goals | During the course, in which the students will be confronted with intercultural negotiating simulations, they will constantly keep track of their personal developments. After having finished the course, they will be capable of evaluating the learned material, and they will be able to write a report about their personal improvements. They will be better capable of preparing themselves for possible future negotiations, and they will have advantage of the background knowledge which they will then have. They will also be more sensitive for signals and the many different thinking patterns related to the diverse cultures, which form the context for today's negotiations. |
| Description | ################ |
| Literature | Required<br>Essentials of Negotiation (international edition), R. Lewicki, D. Saunders, B. Barry and J. Minton, McGraw Hill (ISBN 0071232540) (The standard edition of Essentials of Negotiations is identical to the international edition.)<br>Optional<br>There is also a book called Negotiation (fourth Edition) by the same authors. This is the complete full length version and contains more elaborate materials). |
| Prerequisites | None, since this course relies heavily on role-plays, students should be able to speak English well. Role-plays and short online quizes about the literature.<br>An advanced level of English |
| Teaching methods | PBL / Lecture |
| Assessment methods | Final Paper / Attendance / Participation |
| Evaluation in previous academic year | For the complete evaluation of this course please click http://iwio-sbe.maastrichtuniversity.nl/rapporten.asp?referrer=codeUM |

This course belongs to the following programme / specialisation

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|---|---|
| Bachelor Economics and Business Economics Specialisation Economics and Management of Information | Elective Skills |
| Bachelor Economics and Business Economics Specialisation International Business Economics | Elective Skills |
| Bachelor Economics and Business Economics Specialisation International Economic Studies | Elective Skills |
| Bachelor International Business | Year 2-3 Elective skills |
| SBE Exchange Bachelor | Bachelor Skills |
| SBE Exchange Master | Bachelor Skills |
| SBE Non Degree Courses | Bachelor Skills |