Course Descriptions None 2018-2019

Course Title	International Negotiation Skills
Course Code	EBS2041
ECTS Credits	4,0
Assessment	Whole/Half Grades

Period

Period	Start	End	Mon	Tue	Wed	Thu	Fri
6	17-6-2019	28-6-2019	C				

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	The emphasis of this course is the training of individual and joined (i.e. group-based) negotiation skills. For these reasons, in this course includes theoretical elements on negotiation strategies and -tactics, case-studies, and above all role plays during which negotiation skills can be brought into practice. The use of role-play as the teaching method during tutorial meetings provides all course participants with ample opportunity to practice these skills. The experience gained from each role-play will be documented on individual learning points forms. At the end of this training students will be aware of different negotiation techniques and should be able to apply them.
Literature	Required 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.) Optional 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 quizzes about the literature. 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

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