

Course Descriptions None 2021-2022

Course Title International Contracting and Relationships
 Course Code EBC4268
 ECTS Credits 6,5
 Assessment Whole/Half Grades

| Period | Start | End | Mon | Tue | Wed | Thu | Fri |
|--------|-----------|----------|-----|-----|-----|-----|-----|
| 5 | 11-4-2022 | 3-6-2022 | | X | | | X |

Level no level
 Coordinator Robert Suurmond For more information: r.suurmond@maastrichtuniversity.nl
 Language of instruction English

Goals Understand and manage transactions and relationships in a global, truly inter-national context including cross-border negotiations, ethical issues in trading, trade wars, supply disruptions and contract breaches.

Description If you start to think about all the different organizations involved with the production and delivery of manufactured goods and services, the amount of relationships and interconnections between these organizations becomes overwhelming. Many of these relationships are governed by contractual agreements and purchase orders that describe the terms and conditions of economic transactions. Supply chains are constellations of firms that together form the link between raw materials and the end consumer, including physical product flows but also services, information, and finances. In this course, we study such contractual arrangements using practical cases that focus on intra- and inter-organisational governance. For example, we investigate global trade wars and how they affect decisions in the supply network, we study how supplier contracts can be used to enforce sustainability deep into the supply network, we analyse how conflict and contract breaches affect customers downstream, and we learn about EU tender law and practices of public procurement. Contracts also affect end consumers directly, for example in cases of warranties and quality defects. In addition, we focus on how such contracts are managed in practice, even after contracts are designed and transactions completed.

Literature Cases, academic and practitioner articles.

Prerequisites

Keywords

Teaching methods PBL / Presentation / Lecture / Groupwork

Assessment methods Final Paper / Participation / Presentation

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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|--|-----------------------------------|
| Master Business Research - No specialisation | Year 1 Disc- IB Supply Chain Mgmt |
| Master Business Research - Operations Research | Year 2 Elective Course(s) |
| Master Human Decision Science | Elective Course(s) |
| Master International Business - Accounting and Business Information Technology | Elective Course(s) |
| Master International Business - Entrepreneurship and Business Development | Elective Course(s) |
| Master International Business - Managerial Decision-Making and Control | Elective Course(s) |
| Master International Business - Information Management and Business Intelligence | Elective Course(s) |
| Master International Business - Marketing-Finance | Elective Course(s) |
| Master International Business - Organisation: Management, Change and Consultancy | Elective Course(s) |
| Master International Business - Strategic Corporate Finance | Elective Course(s) |
| Master International Business - Strategic Marketing | Elective Course(s) |
| Master International Business - Strategy and Innovation | Elective Course(s) |
| Master International Business - Supply Chain Management | Compulsory Course(s) |
| Master International Business - Sustainable Finance | Elective Course(s) |