# Course Descriptions None 2023-2024

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| Course Title | International Negotiation Skills |
| Course Code | EBS2041 |
| ECTS Credits | 4,0 |
| Assessment | Pass / Fail |

Period

| Period | Start | End | Mon | Tue | Wed | Thu | Fri |
|---|---|---|---|---|---|---|---|
| 6 | 24-6-2024 | 5-7-2024 | C | | | | |

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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 | 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<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 quizzes 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 - Economics | Year 2 Elective Skill(s) |
| Bachelor Economics and Business Economics - Economics and Management of Information | Year 2 Elective Skill(s) |
| Bachelor Economics and Business Economics - International Business Economics | Year 2 Elective Skill(s) |
| Bachelor Fiscal Economics | Year 2 Elective Skill(s) |
| Bachelor International Business | Year 2 Elective Skill(s) |
| SBE Exchange Bachelor | Bachelor Exchange Skills |
| SBE Exchange Master | Bachelor Exchange Skills |
| SBE Non Degree Courses | Bachelor Skills |