Course Descriptions None 2024-2025

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	23-6-2025	6-7-2025	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	This course is in transition for the bachelor Fiscal Economics. See the Bachelor Education and Examination Regulations for more information. The following rule applies to bachelor Fiscal Economics students. TRANSITIONAL REGULATION (EBS2041): The bachelor Fiscal Economics has been discontinued. There will be repeat education for year 1 and year 2 courses up to and including academic year 2025-2026 and exam-only up to and including academic year 2026-2027. For year 3 courses there will be repeat education up to and including 2026-2027 and exam-only up to and including academic year 2027-2028. Whether a course is in transition, cancelled, or replaced may depend on the cohort you are in. Sometimes there are additional criteria. It is therefore very important to carefully read the EER and any addendum so you can apply the rules to your individual situation. 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	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	Transitional Regulation
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