Course Descriptions None 2024-2025

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

Period

Period	Start	End	Mon	Tue	Wed	Thu	Fri
5	14-4-2025	8-6-2025		X			X

Level	no level
Coordinator	Robert Suurmond For more information:r.suurmond@maastrichtuniversity.nl
Language of instruction	English
Goals	* Students demonstrate academic knowledge about international contracting and relationships * Students demonstrate the ability to apply academic knowledge to real life cases and problems * Use theory and empirical evidence to support decision making in international supply chains * Students navigate between different frameworks and theories to guide their analysis * Work in teams to solve complex and uncertain problems in an international business environment * Analyze societal implications of cross-border trade + Able to reflect on sustainability in cross-border trade and develop their own position towards issues in this context * Understand diverse functional and cultural perspectives in decision-making processes * Use persuasive and professional communication styles in negotiations, relationships, and teams * Students write convincingly in a short case and open-ended exam questions * Use persuasive and professional communication styles in negotiations, relationships, and teams * Demonstrate project management skills in practice, by performing several mini-projects and completing cases * Work in teams of diverse backgrounds
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	This course is in transition for the master Business Research. See the Master Education and Examination Regulations for more information. The following rule applies to master Business Research students who started the programme prior to academic year 2024-2025. TRANSITIONAL REGULATION (EBC4268): The master Business Research has been discontinued. Courses of the Business Research master's programme will continue to be offered until and including academic year 2025-2026 with exam opportunities running until and including 2026-2027.
Keywords	
Teaching methods	PBL / Presentation / Lecture / Groupwork
Assessment methods	Attendance / Written Exam / Assignment / 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

Master Business Research - No specialisation	Transitional Regulation
Master Business Research - Operations Research	Transitional Regulation
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)
SBE Exchange Master	Master Exchange Courses