

Course Descriptions None 2025-2026

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

Period	Start	End	Mon	Tue	Wed	Thu	Fri
6	22-6-2026	3-7-2026	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.

Transitional Regulations <div class="trreg"><div class="subtitle">TRANSITIONAL REGULATIONS</div><ul class="trcohorts">Bachelor Fiscal EconomicsIn 2024-2025 and 2025-2026 education and exam/resit opportunities are offered.In 2026-2027 exam/resit opportunities are offered.From 2027-2028 onwards, the course is cancelled.<table><col style="width: 200px;"><thead><tr><th>Academic Year</th><th>Education</th><th>Exam/Resit</th><th>Replacement(s)</th></tr></thead><tbody><tr><td>2024-2025 - 2025-2026</td><td>X</td><td>X</td><td> </td></tr><tr><td>2026-2027</td><td> </td><td>X</td><td> </td></tr><tr><td>2027-2028 onwards</td><td> </td><td> </td><td> </td></tr></tbody></table></div>

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 Skills
	Bachelor Economics and Business Economics - Economics and Management of Information	Year 2 Elective Skills
	Bachelor Economics and Business Economics - International Business Economics	Year 2 Elective Skills
	Bachelor Fiscal Economics	In transition - Year 2 Elective Skills
	Bachelor International Business	Year 2 Elective Skills
	SBE Exchange Bachelor	Bachelor Exchange Skills
	SBE Exchange Master	Bachelor Exchange Skills
	SBE Non Degree Courses	Bachelor Skills