# Course Descriptions None 2025-2026

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| 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 | 13-4-2026 | 5-6-2026 | | X | | | X |

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|---|---|
| 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<br>* Students demonstrate the ability to apply academic knowledge to real life cases and problems<br>* Use theory and empirical evidence to support decision making in international supply chains<br>* Students navigate between different frameworks and theories to guide their analysis<br>* Work in teams to solve complex and uncertain problems in an international business environment<br>* 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<br>* Understand diverse functional and cultural perspectives in decision-making processes<br>* Use persuasive and professional communication styles in negotiations, relationships, and teams<br>* Students write convincingly in a short case and open-ended exam questions<br>* Use persuasive and professional communication styles in negotiations, relationships, and teams<br>* Demonstrate project management skills in practice, by performing several mini-projects and completing cases<br>* 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 | |
| Keywords | |
| Transitional Regulations | TRANSITIONAL REGULATIONS <ul class="trcohorts"><li>Master Business Research</li><li>Master Business Research - Operations Research</li></ul><ol><li>In 2024-2025 and 2025-2026 education and exam/resit opportunities are offered.</li><li>In 2026-2027 exam/resit opportunities are offered.</li><li>From 2027-2028 onwards, the course is cancelled.</li></ol><table><col style="width: 200px;"><col style="width: 120px;"><col style="width: 120px;"><col><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> |
| 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

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| Master Business Research - No specialisation | In transition - Y1 Disc IB Supply Chain Mgmt |
| Master Business Research - Operations Research | In transition - Year 1+2 Elective Courses |
| Master Business Research - Operations Research | Transitional Regulation |
| Master Human Decision Science | Elective Courses |
| Master International Business - Accounting and Business Information Technology | Elective Courses |
| Master International Business - Entrepreneurship and Business Development | Elective Courses |
| Master International Business - Managerial Decision-Making and Control | Elective Courses |
| Master International Business - Information Management and Business Intelligence | Elective Courses |
| Master International Business - Marketing-Finance | Elective Courses |
| Master International Business - Organisation: Management, Change and Consultancy | Elective Courses |
| Master International Business - Strategic Corporate Finance | Elective Courses |
| Master International Business - Strategic Marketing | Elective Courses |
| Master International Business - Strategy and Innovation | Elective Courses |
| Master International Business - Supply Chain Management | Compulsory Courses |
| Master International Business - Sustainable Finance | Elective Courses |
| SBE Exchange Master | Master Exchange Courses |