Course Descriptions Master 2021-2022

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	11-4-2022	3-6-2022		X			X

Level	no level
Coordinator	Robert Suurmond For more information:r.suurmond@maastrichtuniversity.nl
Language of instruction	English
Goals	Understand and manage transactions and relationships in a global, truly inter-national context including cross-border negotiations, ethical issues in trading, trade wars, supply disruptions and contract breaches.
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	
Teaching methods	PBL / Presentation / Lecture / Groupwork
Assessment methods	Final Paper / Participation / 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	Year 1 Disc- IB Supply Chain Mgmt
Master Business Research - Operations Research	Year 2 Elective Course(s)
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)