



Course title	Negotiations	Instructor	Determined later
		Instructor's email address	
Semester	1 X 2 X	ECTS credits	5/3
Academic year	2019/2020	Contact hours	15 <input type="checkbox"/> 30 X
Level	1-Bachelor X 2 - Master X	Language of instruction	English

Learning outcomes and competences
<p>At the end of the course the learner is expected to be able to/has:</p> <ul style="list-style-type: none"> • analyze theory and practice of negotiation processes • has the basic knowledge about negotiations • apply this knowledge in private and professional life • use the basic theoretical knowledge and acquire data for analyzing particular processes and social phenomena (culture, political, legal and economic) in the range of scientific domains and disciplines relevant to the field of studies. • the language ability in the range of scientific domains and disciplines relevant to the field of study at B2 level in accordance with requirements of Common European Framework of Reference for Languages. • is able to cooperate and work in a group in different roles. • is able to complete and perfect acquired knowledge and skills.

Course contents
1. Sources of conflicts
2. Negotiation fundamentals
3. Types of negotiation
4. Four key concepts of negotiation
5. Negotiation contexts
6. Individual differences
7. Negotiation across cultures
8. Table tactics
9. Barriers to agreement
10. Mental errors
11. Resolving differences
12. Course evaluation



Recommended reading

- *Deadlocks in Multilateral Negotiations: Causes and Solutions* (2016), A. Sankar (ed.), Cambridge: Cambridge University Press”.
- Lewicki J.R., Saunders D.M., Barry B. (2015), *Negotiation*, New York: McGraw-Hill Education.
- Shell G.R. (2006), *Bargaining for Advantage: Negotiation Strategies for Reasonable People*, New York: Penguin Group.
- Starkey B., Boyer M.A., Wilkenfeld J. (2015), *International Negotiation in a Complex World*, Lanham: Rowman & Littlefield.
- Wheeler M. (2003), *Negotiation*, Harvard: Harvard Business School Publishing.

Teaching and learning methods

Lecture with elements of conversation

Assessments methods

In-class participation

Presentation on a selected topic