

COURSE SYLLABUS 2019-20

Basic information on the course			
Course:	International Business Negotiation		
Course code:	70931201	Plan:	Master in International Business Management and Languages
Academic Year:	2019-20	Undergraduate/Graduate:	Graduate
Degree Year:	1	Type:	Optional
Duration:	Second semester		

TIME DISTRIBUTION ACCORDING TO REGULATIONS	
Credits:	3
Total time:	75
USE OF LEARNING PLATFORM:	Teaching support

TEACHERS			
Name	Giagnocavo , Cynthia Lynn		
Department	Economy and Business		
Building	Economics and Business (Building. B) 1		
Office	01		
Telephone	+34 950 214033	E-mail (institutional)	cgiagnocavo@ual.es
Website	Web de Giagnocavo , Cynthia Lynn		

OTHER IMPORTANT INFORMATION
Content justification
This course aims to provide the necessary techniques to successfully carry out negotiations in an international context.
Courses related in Study Plan
International Management, Human Resource Management in a cross-cultural environment, Intercultural competences.
Pre-required knowledge
None

COMPETENCES
Basic and general competences
<i>Basic competences</i>

- *Ability to make judgments*
- *Ability to communicate and social aptitude*

General competences

Key competences University of Almeria

-

Specific competences

EMC4. Ability to argue decision criteria.
EMC16. Being able to negotiate in multilingual and multicultural environments.

LEARNING OUTCOMES

Students should be able to integrate knowledge and develop the ability to form opinions and devise strategies based on limited or incomplete information. They also should be able to understand the social and ethical responsibilities linked to the application of their ideas and skills. Students should be able to communicate their conclusions and the underlying reasons to different audiences in a clear and direct way. Students should be able to argue their decisions at a strategic level. Students should be able to implement successfully a wide variety of negotiation approaches and strategies, including in a multi-cultural and/or international context.

CONTENTS

Contents:

Part I Principles of Negotiation:

1. International Business Negotiation: Overview
2. Culture and Negotiation
3. Negotiating Power
4. Negotiating Process
5. Multi-lateral Business Negotiation.

Part II Negotiating in Practice:

6. Pre-negotiation Activities
7. Negotiation Strategies
8. International Buying/Selling Strategies
9. Negotiating Alliances, International Joint Ventures, International Mergers and Acquisitions
10. Dispute Resolution

Methodology and Learning Activities

Lectures and Role Play (written and oral), case analysis

COMPETENCY ASSESSMENT

Criteria and assessment tools

Criteria and evaluation tools:

There are two possible methods of evaluation:

Option A): This option should be the most common among students and is preferred by the instructor. The student should attend a minimum of 80% of the classes (in both number and hours). If a student fails to attain to this minimum, the student should automatically follow option B. The evaluation of the students under option A will be as follows: 35% of the final mark will be based in a final exam based on test questions, open-ended questions and answers to a negotiation case or role-play. The exam will evaluate the specific competences CEM4 and CEM16. The remaining 65% of the final mark will depend on the evaluation tools used by the instructor during the classes (active participation and role plays). These assessment tools will evaluate the ability to express opinions and the ability to communicate and social skills... In short, the ability to negotiate effectively and independently.

Option B): This option consists of a final exam including multiple choice questions, open questions, written exercises and/or a written case study. The exam will evaluate the specific competences CEM4 and CEM16, and also the ability to express opinions. This option is suitable for students that failed to attend to the minimum of classes or that failed to finish the activities. Students may obtain a top mark of 80 out of 100 if they follow this option.

Follow-Up Mechanisms

- Assistance and participation in class
- Submission of assigned work
- Negotiation role play evaluation

Functional diversity / Functional disability.

- Those students with disabilities or special educational needs can get in contact with the Delegation of the Rector for the Functional Diversity (<http://www.ual.es/discapacidad>) to receive the appropriate guidance and advice in order to facilitate their instructional, learning and training processes. Likewise, these students may request the implementation of the necessary and suitable adaptations of content, methodology and evaluation that guarantee equal opportunities in their academic development. The processing of any personal data or aggregated information regarding these aforementioned students, in fully compliance with the GDPR, is strictly confidential. Faculties and academic staff lecturing the course referenced by this guide/document will be in charge of applying the recommended adaptations approved by the Delegation of the Rector for the Functional Diversity, this fact will be, therefore, notified to the School or Faculty as well as to the coordinator of the academic course.

COURSE MATERIALS

Recommended course materials

Basic

- Maude, B.. International Business Negotiation. Palgrave Macmillan. 2014.

- Roger Fisher, William Ury, Bruce Patton. Getting to Yes: Negotiating Agreement Without Giving. Random House Business. 2012.

-

Complementary

Other materials

Couse materials available in UAL's library

<http://almirez.ual.es/search/x?SEARCH=70931201>

WEBSITE

-