

INTERNATIONAL NEGOTIATION

Course code	<i>MNG 173</i>
Course title	<i>International Negotiation</i>
Type of course	<i>Main</i>
Study level	<i>1st</i>
Department	<i>Bachelor Studies</i>
Year of study	<i>2nd/3rd</i>
Semester	<i>Spring</i>
Credits	<i>6 ECTS 24 hrs. lectures, 24 hrs. practice, 112 hours of self-study, 2 hours of consultations</i>
Lecturers	<i>Prof. Valon MURTEZAJ, Dr.</i>
Study form	<i>Full-time</i>
Courses to have prior this course	-
Course language	<i>English</i>

AIMS OF THE COURSE

Negotiation practice itself is undergoing much change. This involves changing patterns of doing business. It requires application of effective bargaining, conflict management and negotiation intervention. In present times, international negotiation requires abilities to appropriately deal with, many new urgent issues on the global agenda and different actors and new emerging norms. As result being innovative while generating ideas for making better agreement is a skill which every individual need to possess.

Subject learning outcomes (SLO)	Study methods	Assessment methods
SLO1. equipped with practical skills needed to be successful in the international negotiation and diplomacy arena;	Lectures/ role plays	Midterm test, coursework/ presentation
SLO2. able to communicate, cooperate, compete, and engage in negotiation with people from their own and other cultures	Lectures, seminars, exercises, self-study	Midterm test, final exam
SLO3. Assess and analyse ethical dilemmas at negotiation	Lectures, seminars, exercises, self-study	Midterm test, final exam, Coursework/ presentation
SLO4. able to develop relationships and value diversity of cultures, especially in the context of problem; solving and negotiations and at a range of levels, from the interpersonal to business to international diplomacy;	Lectures, seminars, exercises, case-study	coursework/ presentation
SLO5. able to evaluate the potential outcomes of problem solving or negotiation with members of their own culture or another culture;	Lectures, seminars, role play exercises, self-study	Midterm test, final exam, Coursework/ presentation
SLO6. able to better solve conflicts, negotiate and bargain in the way so that individuals and groups from diverse backgrounds can work effectively together in multicultural environment;	Lectures, seminars, role play exercises, case-study	Midterm test, final exam, Coursework/ presentation
SLO7. establish and maintain contacts that will lead to creating relationships, and reach agreements	Lectures, seminars, simulation	Midterm test, coursework/ presentation, final exam

LEARNING METHODS

The course is entirely taught in English and designed to achieve its aims through a combination of lectures and interactive case-study sessions. In particular role plays are designed to encourage active participation, and team building. The lecturer will use video-cases and digital materials. The lecture meetings are held for all students together, while for practice sessions and presentations smaller groups will be formed.

DATE	TOPIC	IN-CLASS HOURS		READINGS
		Lecture	Seminar	
Day 1	Introduction of key concepts and theories on international negotiation	2	2	
Day 2	Preparation for negotiation process	2	2	
Day 3	Conflict Management	2	2	
Day 4	Leadership and Innovative Negotiation	2	2	
Day 5	Cross cultural Communication	2	2	
Day 6	Emotional Intelligence In Negotiation	2	2	
Day 7	Dealing with complex negotiation situations	2	2	
Day 8	Components of International Negotiation	2	2	
Day 9	Innovative negotiations	2	2	
Day 10	Ethics in negotiation	2	2	
Day 11	Negotiation in a globalized world	2	2	
Day 12	Contemporary topics in negotiation	2	2	
	Total hours (for each group):	24	24	

COURSE REQUIREMENTS

- 1.The **final exam** will account for **40%** of the final grade. The final exam will cover the topics covered after mid-term exam.
- 2.The **mid-term test (20%)** will cover the content of the lectures/seminars given before the mid-term test.
3. **Presentation grade (20%)**. Students will be asked to present/ oppose on a given topic. This simulation will take place during the seminars. Students will be assessed according to various criteria that will be presented at the first lecture. Details about the grading and the presentation scope will be presented on the first day of the lectures.
4. **Participation in class: 20 %**

TYPE	TOTAL HOURS	EVALUATION, %
Presentation grade	12	20
Participation grade	20	20
Mid-term test	40	20
Final exam	40	40
Total:	112	100

REMARKS – IN ADDITION TO THE ISM REGULATIONS OF UNDERGRADUATE STUDIES

Students participants will experience the international negotiation through lecture and exercises. Various learning activities such as short exercises, questionnaires, simulations/ role plays, etc., will be implemented each day. Related materials will be distributed in advance and in class. Through: Lecture, individual and team presentations, paper reading and research, the students will be asked to engage in interactive activities everyday.

In addition students will be provided with working papers/ articles/case studies covering the sessions' subjects and they

will be asked to comment on them.

Activities will change with each session, so the teams change with each exercise, aiming to maximize the contact between students and create a cohesive team work and learning climate in the class.

If final (cumulative) mark of the course, including final exam score, is insufficient, students will be allowed to exercise their right of retake. The retake exam will replace the mid-term test and the final exam grade. Acquired scores from all assignments will be summed up and the final (cumulative) grade will be given. The lecturer reserves the right to choose the form of the exam (multiple choice/ open answer questions/ essay).

LITERATURE

Recommended:

- Lewicki, R., Barry, B., & Saunders, D.M. (2011). *Essentials of Negotiation*. 5th ed. Boston: McGrawHill/Irwin.
- Moore, C.W., & Woodrow, P.J. (2010). *Handbook of global and multicultural negotiation*. San Francisco: Jossey-Bass. A Wiley Imprint.
- Murtezaj, V. (2013). Understanding International Negotiation and Conflict Management Strategies in Diplomacy. *Organizational Cultures-An International Journal* (a section of *International Journal of the Knowledge, Culture and Change Management*). Volume 12, number 2, pp. 45-53.
- Roger Fischer and William Ury. (1991). *Getting to Yes. Negotiating Agreement without Giving In*. Penguin Books.

Note: Due to the dynamic nature of the content of the course additional material can be assigned during the course. Slide handouts and readings will be prepared for each class and available for download. The slides are the intellectual property of the professor and students may not distribute or duplicate these notes without written consent.