



SUBJECT SYLLABUS

ACADEMIC OVERVIEW

INTERNATIONAL SCHOOL OF ECONOMIC & ADMINISTRATIVE SCIENCES

SUBJECT NAME AND CODE: INTERNATIONAL NEGOTIATION (1463605)
PROGRAM: Bachelor of International Business (BIB)
LEVEL OF STUDY: Undergraduate Program

GENERAL ACADEMIC INFORMATION			
LATEST UPDATE	2016-2		
ACADEMIC AREA	Negotiation & International Trade		
SEMESTER	Sixth		
SUBJECT TYPE	Mandatory		
CREDIT POINTS	3		
CLASSROOM HOURS PER WEEK	3		
PRE-REQUISITES	English level VII		
LANGUAGE	English		
INTERNATIONAL CONTENT	<ul style="list-style-type: none"> • Reading materials include international journal articles • Reading materials in English • Research tasks on intercultural contexts • Development of projects that integrate national and international students, or collaborative projects, as well as on-site or online teamwork • Development of projects with international or intercultural focus • International cases are used and compared against national reality • International bibliography is used 		
COURSE DETAILS			
COURSE DESCRIPTION	<p>This course develops managerial negotiation skills (Negotiation is the art and science of creating good agreements) by mixing lectures and practice, using cases and exercises in which students negotiate with each other.</p> <p>This course is a study of negotiation focusing on business and economic negotiations and conflict resolution in a global environment. Major topics include negotiation theory, tactics, and resolution, and intercultural communication.</p>		
COMPETENCES DEVELOPED	Competence	Emphasis	Intended Learning Outcome (ILO)*

	Develop and understand international negotiations for all areas including business, and international relations and its relation to international business using business cases.	Skill	ILO01 ILO02 ILO05 BIB ILO06
	Understand and analyze a wide range of problems and settings in multicultural contexts. (one-shot deals between individuals, repeated negotiations, negotiations over several issues, negotiations among several parties (both within and between organizations), and cross-cultural issues.	Knowledge	ILO03 ILO04
	Communicate effectively in written and spoken manner in English using the proper professional language learned during the course.	Skill	BIB ILO08
<p>* Intended Learning Outcome</p> <p>ILO01: Global Vision: Demonstrate an understanding of multicultural environments both in local and global contexts.</p> <p>ILO02: Critical Thinking: Evaluate information using critical and analytical reasoning to address changing economic and business situations.</p> <p>ILO03: Teamwork: Understand and work with others of different backgrounds to solve problems, develop meaningful relationships, and share knowledge.</p> <p>ILO04: Ethics & Social Responsibility: Demonstrate awareness of ethical issues in business environments and contribute to the improvement of social conditions</p> <p>ILO01: Global Vision: Demonstrate an understanding of multicultural environments both in local and global contexts.</p> <p>ILO05: Understand principles and concepts of administration: Demonstrate specific knowledge in the field according to the level of study (Bachelor).</p> <p>BIB ILO06: Apply technical skills associated with cross-border transactions: Ability to understand and solve issues associated with firm internationalization and trade, according to the level of study (Bachelor).</p> <p>BIB ILO08: Communication: Communicate effectively in written and spoken manner in Spanish, English, and a third language.</p>			
<p>COURSE CONTENTS</p>	<ol style="list-style-type: none"> 1. Basic negotiation theory 2. Negotiations Basics 3. Fisher and Basic Strategy 4. Distributive Negotiations 5. Negotiation Process 6. Errors in Communication (distortions in communication, biases) 		

	<p>7. Coalitions and Multiparty Teams</p> <p>8. Culture theory Lewis and Culture in Negotiation</p> <p>9. Ethics in negotiation.</p> <p>10. Strategies (individual and group) Counterstrategies</p> <p>11. Negotiation in india and China</p>
METHODOLOGY	<p>Lecture and Case Method</p> <p>Active Learning</p> <p>Theoretical classes</p> <p>Participative classes :Small Groups Discussion and Course Discussions</p> <p>Workshops</p> <p>Practical Exercises</p> <p>Written tests, essays, presentations and integral projects</p>
ASSESSMENT	<p>Classes will be delivered using an active learning approach. Therefore debates, games, videos, presentations and case studies will be used to attain the course goals.</p> <p>Case studies: Mixing Lectures and practice.</p> <p>Exercises in which students negotiate with each other</p> <p>FIRST TERM (30%)</p> <ul style="list-style-type: none"> - Oral Exam 85% - Negotiation and Participation 15% <p>SECOND TERM (30%)</p> <ul style="list-style-type: none"> - Exam 45%, - Presentation 45% - Participation and quizzes 10% <p>THIRD TERM (40%)</p> <ul style="list-style-type: none"> - Negotiations 45% - Presentation 45% - Participation 10%