

- Faculté des sciences économiques
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### International Negotiation (5EN2014)

Filières concernées	Nombre d'heures	Validation	Crédits ECTS
<b>Master en développement international des affaires</b>	<b>Cours: 2 ph</b>	Voir ci-dessous	3
<b>Master of Science en innovation, orientation Management de la R&amp;D</b>	<b>Cours: 2 ph</b>	Voir ci-dessous	3

ph=période hebdomadaire, pg=période globale, j=jour, dj=demi-jour, h=heure, min=minute

#### Période d'enseignement:

- Semestre Printemps

#### Equipe enseignante

Professeur : Katarzyna JAGODZINSKA PhD  
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#### Contenu

The major components of this course are as follows:

- . Introduction to international negotiation: the meaning and objectives of negotiation, key concepts, main difficulties;
- Preparing for negotiations ;
- The four approaches to negotiation ;
- Fundamental tactics used during the different negotiation stages;
- Arriving at mutually acceptable agreements : principled negotiation vs. positional bargaining ;
- The art of persuasion: effectively communicating in a world of diversity ;
- Managing perception to achieve a desired outcome

#### Forme de l'évaluation

EI : Internal ORAL exam at the end of the semester (date to be determined) + continuous evaluation (active in-class participation, case studies, presentations and negotiation simulations) during the semester

Rattrapage : oral exam of 30 minutes during the exam session or during the session de rattrapage

Important: notes, texts, books and other documentation, as well as computers, connected phones and other connected electronic devices are not allowed in the examination.

In case of violation of these rules, these items will be removed and the exam will be considered void.

#### Documentation

- Obligatory book: Getting to Yes. Negotiating an Agreement Without Giving In (French version: Comment réussir une négociation)

Authors: Roger Fisher and William Ury (available at Payot)

- Cases - Harvard Business Review (provided on Moodle by the Professor)
- Other articles and materials assigned by the Professor

#### Forme de l'enseignement

Theory, examples and practical exercises, simulation games, mock negotiations, class discussions.

Evaluation continue : Test intermédiaire, participation au cours, analyse d'études de cas, présentations et jeux de simulation.

#### Objectifs d'apprentissage

Au terme de la formation l'étudiant-e doit être capable de :

- Communiquer

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### **International Negotiation (5EN2014)**

- Sensibiliser
- Discuter
- Convaincre
- Dialoguer

#### **Compétences transférables**

- Travailler dans un contexte international
- Appliquer ses connaissances à des situations concrètes
- Promouvoir l'esprit d'entreprise et la curiosité intellectuelle
- Agir sur la base d'un raisonnement éthique