

- Faculté des sciences économiques
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International Negotiation (5EN2014)

Filières concernées	Nombre d'heures	Validation	Crédits ECTS
Master en développement international des affaires	Cours: 2 ph	Voir ci-dessous	3
Master in General Management	Cours: 2 ph	Voir ci-dessous	3
Master of Science en innovation	Cours: 2 ph	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 negotiation approaches (Principled Approach, FBI model, Negotiation Booster) ;
- Fundamental tactics used during the different negotiation stages;
- Arriving at mutually acceptable agreements;
- 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 (15 minutes) 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: Negotiation Booster. The Ultimate Self-Empowerment Guide to High Impact Negotiations. Author: Kasia Jagodzinska Available at Payot, Amazon, Business Expert Press website <https://www.businessexpertpress.com/books/negotiation-booster-the-ultimate-self-empowerment-guide-to-high-impact-negotiations/>
- 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.

Objectifs d'apprentissage

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

- Communiquer

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- Sensibiliser
- Discuter
- Convaincre
- Dialoguer

Compétences transférables

- Communiquer efficacement, par écrit et/ou oral, de manière rigoureuse et scientifique
- Appliquer ses connaissances à des situations concrètes
- Promouvoir l'esprit d'entreprise et développer la curiosité intellectuelle