

SUBJECT: **International Business Negotiations**

HOURS: 30

YEAR

ECTS: 3

SEMESTER

Name/title of the author:	
Course Description:	<p>The course is designed to provide the participants with knowledge about main issues of business negotiation between representatives of different nations (states), ethnic groups and corporate cultures. The impact of differences is analysed upon a broad foundation of basic issues of negotiation theory and practice, and not only with the use of most common typologies of characteristics of cultures. The introductory part of the course includes presentation of basic issues of decision theory, conflict management, logical foundations of discussion, communication, persuasion, typical negotiation techniques and ethics of negotiation.</p> <p>Business negotiations between representatives of different countries are discussed with reference to the following issues: context of negotiation, political, ideological, institutional and cultural differences. Cultural discrepancies are analysed with application of majority of typologies of characteristics of cultures proposed in contemporary literature.</p>
Learning Outcomes (Goals and Objectives of the course):	<p>The aim of the course is to provide the participants with knowledge about main issues of business negotiation between representatives of different nations (states), ethnic groups and corporate cultures. After completion of the course the participants will be able to take part in international business negotiations and in other forms of international, and intercultural business communication.</p>
Entrance qualifications:	<p>Suggested completed courses: General Management, Human Resources Management, Marketing, Introduction to Game Theory, Communication (optionally)</p>
Course Content:	<ol style="list-style-type: none">1. Decision theory and practice – repetition2. Conflict in organization and conflict management3. Definitions and typology of negotiation4. Communication and persuasion5. Principled negotiation6. Discussion and negotiation7. Barriers in negotiation8. Ethics of negotiation9. International business negotiation – context and determinants10. Intercultural negotiation - determinants11. Adaptation in inter-cultural negotiations12. Characteristics of various participants of international business negotiations – ethnic groups, nations, regions13. The impact of ideology, politics, legal systems on international negotiations14. The impact of global systemic environment upon international negotiations
Assessment policy (examination):	<p>Examination, case studies, discussion, activity and attendance</p>

Literature (in Polish and in English):

- Bjerke Björn, Business Leadership and Culture. National Management styles In the Global Economy, Edward Elgar, Cheltenham 1999.
- Cialdini Robert, 2000. Wywieranie wpływu na ludzi. Teoria i praktyka, Gdańskie Wydawnictwo Psychologiczne, Gdańsk and relevant English version .
- Dana Daniel, 1993. Rozwiązywanie konfliktów, PWE, Warszawa.
- Dąbrowski Paweł .J., 1991. Praktyczna teoria negocjacji, Sorbog, Warszawa.
- Fisher Roger, Ury William, 1981. Getting to YES. Negotiating Agreement Without Giving In. Penguin Books, New York.
- Fisher Roger, Ury William, Patton Bruce, Dochodząc do TAK, 1994. Negocjowanie bez poddawania się. Wydanie II - rozszerzone, PWE, Warszawa.
- Gesteland Richard N., 2000. Różnice kulturowe a zachowania w biznesie, Wydawnictwo Naukowe PWN, Warszawa and a relevant English version
- Ghauri Pervez N., Jean-Claude Usunier, red., 1996. International Business Negotiation, Elsevier Science, Oxford.
- Hall Edward T., 1976. Beyond culture. Garden City, NY: Anchor Press/Doubleday.
- Hall Edward T., 2001. Poza kulturą, Wydawnictwo Naukowe PWN, Warszawa.
- Hampden-Turner Charles., Trompenaars Alfons, 1993. The Seven Cultures of Capitalism. Value Systems for Creating Wealth in the United States, Japan, Germany, France, Britain, Sweden, and the Netherlands, Currency/Doubleday, New York.
- Hofstede Geert, 1997. Cultures and Organization: Software of the Mind, McGraw-Hill, New York.
- wydanie polskie: Hofstede Geert, 2000. Kultury i organizacje. Zaprogramowanie umysłu, PWE, Warszawa
- Karras Chester L., 1984. Give & Take. The Complete Guide to Negotiating Strategies & Tactics, Thomas Y. Crowell Company, New York.
- Kremenyuk Victor A., red., 1991. International Negotiation: Analysis, Approaches, Issues (IIASA Research Results). San Francisco/Oxford: Jossey Bass Publishers.
- Kremenyuk Victor A., Sjöstedt Gunnar, red., 2000. International Economic Negotiation: Models versus Reality, (IIASA Series). Cheltenham: Edward Elgar
- Lewicki, Roy J.; Litterer, Joseph A.; Minton, John W. i David M. Saunders, 1993. Negotiation. Readings, Exercises, and Cases. Second Edition, Irwin, Burr Ridge, Ill..
- Lewicki, Roy J.; Litterer, Joseph A.; Minton, John W. i David M. Saunders, 1994. Negotiation. Second Edition, Irwin, Burr Ridge, Ill.
- Lewicki, Roy J.; Saunders David M. i John W. Minton, 1999. Negotiation. Readings, Exercises, and Cases. Third Edition, Irwin/McGraw-Hill, Boston/Burr Ridge, Ill.
- Mastenbroek Willem, 1996. Negocjowanie, Wydawnictwo Naukowe PWN, Warszawa and a relevant English version.
- Mesjasz Czesław, 2000. Reorganization of Commercial Debt: Negotiations between Poland and the London Club (1981-1994), w: Kremenyuk Viktor A., Sjöstedt Gunnar, red., International Economic Negotiation: Models versus Reality, IIASA Series, Edward Elgar, Aldershot, s. 149-174.
- Nęcki Zbigniew, 1995. Negocjacje w biznesie. Wydanie 3., Wydawnictwo Profesjonalnej Szkoły Biznesu, Kraków – ew. najnowsze wydanie.
- Raiffa Howard., 1982. The Art and Science of Negotiation, Belknap Press, Cambridge, Mass.
- Rządca Robert A., Wujec Paweł, 1998. Negocjacje, PWE, Warszawa.
- Salacuse Jeswald W., 1994. Negocjacje na rynkach międzynarodowych, PWE, Warszawa and a relevant English version.
- Salacuse Jeswald W., Making Global Deals - What Every Executive Should Know About Negotiating Abroad, Times Books, New York 1992.
- Ury William, 1995. Odchodząc od NIE. Negocjowanie od konfrontacji do kooperacji, PWE, Warszawa.
- Ury William, 1991. Getting Past NO. Negotiating with Difficult People. Century Business, London.

Methods of Instruction:

Lecturing, discussion, role playing, case studies - prepared by the lecturers as well as by the students, presentations by students, field research by the students, discussion of research results.

Notes / suggestions: