



Course syllabus 2022/2023			
Course name:	Business negotiations		
Study programme group:	Cycle of studies:	Study type:	
	era	Full-time studies	
Study programme name:	Erasmus		
Specialisation:			
Electivity:	Obligatory		
Course coordinator:	dr Andriy Pekhnyk		
Course code:	Year of studies:	Semester:	Language of instruction:
0800-ERAS22	1	1	English
ECTS credits:	6		
Exam / assessment form:	Credit		
Class type		Total contact hours	
Lecture		30	
<b>A. Shortened (general) subject description</b>			
The course aims at familiarising the students with the nature and mechanisms of business negotiations. The course concentrates on issues of theory and practice of business negotiations (in international relations, practical business and everyday life).			
<b>B. Prerequisites</b>			
None.			
<b>C. Effects of Teaching</b>			
Knowledge			
			Study programme-related learning outcome code
Defines types and functions of negotiation			

Defines principles and methods of negotiation	
Defines rules and styles negotiation	
Offers counter-styles of negotiation	
<b>Skills</b>	
	<b>Study programme-related learning outcome code</b>
performs strategic analysis on situation of negotiation	
performs strategic analysis on possible style and counter-style of negotiation	
<b>Social competence</b>	
	<b>Study programme-related learning outcome code</b>
is aware of theoretical analysis of negotiation goals and methods and rules of practical business negotiations	
<b>D. Course Content</b>	
<b>Lecture</b>	<b>Total contact hours</b>
1. Classification of negotiations	3
2. Functions of negotiations	3
3. Motivation in negotiations	3
4. Probability theory in negotiations	3
5. Game theory in negotiations	3
6. Hard style of negotiations; methods and rules. Bluff. Counterstrategies	3
7. Soft style of negotiations; methods and rules	3
8. Trading style of negotiations; methods, rules; principles of pricing and optimization	3

9. Cooperative style of negotiations; methods and rules; synergetic effects	3
10. Regional styles of negotiations	3
<b>Sum</b>	<b>30</b>
<b>E. Methods and Criteria of Assessment</b>	
<b>Final grade</b>	
<p><b>FINAL GRADE FOR THE SUBJECT</b> is determined according to the algorithm: Grade for "Lecture" grade * 100.00 % Additional requirements to pass the subject: Attendance is a requirement. Missed classes have to be accounted for before the final interview. Failure to account for absences leads to failing the course. The students who marginally failed the course (a score of 50% or more) may attempt a make-up assessment. The students attempting a make-up assessment are expected to prepare a structured report provided by the instructor. The report outlines the results of the student's activity which needs to be equivalent to the average workload of class hours in the course (2 ECTS points). The student is graded based on the quality of the report and an oral examination. A positive outcome of the make-up assessment leads to passing the course with a satisfactory grade.</p>	
<b>Partial grade for the form: Lecture</b>	
Final grade consists of the following components:	
<b>Assessment component</b>	<b>Weight in final grade</b>
Essay	10.00
Presentation	10.00
Debates	45.00
Oral answers	35.00
<b>Sum</b>	<b>100.00</b>
<p>Grade for Lecture is determined according to the following point scale: Below 60.00% - grade 2 60.00% and more - grade 3 68.00% and more - grade 3,5 76.00% and more - grade 4 84.00% and more - grade 4,5 92.00% and more - grade 5 Additional requirements to pass the form: None</p>	

## F. Bibliography

### Basic literature

- Brzezinski Zbigniew The Grand Chessboard: American Primacy and Its Geostrategic Imperatives. Basic Books. 1997. ISBN 0-465-02725-3. or any other edition(chosen chapters)
- Brzezinski Zbigniew The Choice: Global Domination or Global Leadership. Basic Books. 2004. ISBN 978-0-465-00800-1 or any other edition(chosen chapters)
- Brzezinski Zbigniew Strategic Vision: America and the Crisis of Global Power. Basic Books. 2012. ISBN 978-0-465-02954-9 or any other edition(chosen chapters)
- Kissinger, Henry, and James H. Billington. Does America need a foreign policy? : toward a diplomacy for the 21st century. New York: Simon & Schuster, 2001. ISBN: 0-684-85567-4 or any other edition(chosen chapters)
- Kissinger, Henry. World order : reflections on the character of nations and the course of history. London: Allen Lane an imprint of Penguin Books, 2014. ISBN: 978-0241004272 or any other edition(chosen chapters)
- Harvey Mackay: Swim With the Sharks: Without Being Eaten Alive : Outsell, Outmanage, Outmotivate, and Outnegotiate Your Competition, Ivy Books (March 23, 1988), ISBN 0-8041-0426-3 0241004272 or any other edition(chosen chapters)

## G. Student's Workload in the Course

### Lecture

Form of student activity	Approximate number of hours
Current reading of literature	25
Expansion of knowledge / acquiring additional information	25
Preparing written assignments	25
Preparing a presentation	25
Preparing projects	25
Preparing for in-class discussion	25
<b>Sum</b>	<b>150</b>

## H. Teaching Methods

### Lecture

- Exposing methods | Show
- Expository methods | Talk, description



- Expository method | Discussion lecture
- Expository method | Problem lecture
- Search methods | Oxford discussion

#### I. Additional information

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