

## **Multilateral Trade Negotiations (a practical course)**

### **B.1.2.2.1.2.**

**Degree:** Master

**Year:** 1

**Semester:** module 2

**General workload:** 3 ECTS credits, 108 hours

### **Goals and objectives of the course**

To acquire good knowledge of international negotiations, and obtain basic knowledge of the way negotiations are arranged and conducted.

### **Key didactic units**

1. Multilateral negotiations: types, models, stages, preparation;
2. Culture and technology of communication in multilateral negotiations. Business etiquette and business protocol;
3. Negotiations and special characteristics of national interests and styles;
4. Arrangement of foreign trade negotiations;
5. The practice of conducting foreign trade contract negotiations.

### **Place of the discipline within the curriculum**

This is an elective that helps acquire in-depth knowledge of the concentration-specific disciplines

### **Upon completing the course, the students should:**

Know: the key theoretical approaches (basic characteristics, techniques, strategies and tactics) to the issue of negotiations and the means of a language that should be used; the basics of the corporate culture of international business communication and styles of negotiation; the business culture of foreign countries and the principles of interaction with the audience, including the overseas audience; characteristics of business correspondence, negotiations, including those conducted in a foreign language;

Be able to: prepare for negotiations, arrange negotiations and examine the negotiation situation; use strategies, tactics and techniques at different stages of negotiations and in different situations; identify conflict characteristics when concluding a trade agreement during negotiations, examine it and find ways to resolve the conflict; efficiently use knowledge of international protocol and business etiquette, communicate in an international business environment, build long-term relations with the partners after negotiations.

**Course structure:** lectures, seminars.

**Summative assessment:** pass/fail examination