***Theory and Practice of Conducting Negotiations***

***B 1.2.3.1.6***

**Degree**: Bachelor

**Year**: 4

**Semester**: 8

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

**Goals and objectives of the course**

To acquire theoretical knowledge of the basic characteristics, techniques, strategies and tactics of negotiations and of the way linguistic means are used in the negotiation process, of the basics of culture of international business communication and the negotiation styles, of the characteristics of foreign countries’ national business cultures and the principles used when communicating with the audience, incl. the audience in foreign countries.

**Key didactic units**

1. International negotiations: types, patterns, stages, preparation process.

2. Culture and techniques of communication and the international negotiations process. Business etiquette and business protocol.

3. Negotiations, the national interests and negotiation styles.

4. Arrangement of foreign trade negotiations.

5. Practice of conducting foreign trade negotiations and concluding agreements.

**Place of the discipline within the curriculum**

The course is an elective in the curriculum of master program 38.04.01 in Economics (concentration: International Business of Energy Companies). The prerequisite for the course are (primarily) the programs in Economic Sociology, Psychology, World Economy and International Economic Relations, Methods of Optimal Decision-Making, Management, Business Economics and Philosophy.

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

*Know* the basic characteristics, techniques, strategies and tactics of negotiations and the way linguistic means are used in the negotiation process, the basics of culture of international business communication and the negotiation styles, the characteristics of foreign countries’ national business cultures and the principles used when communicating with the audience, incl. the audience in foreign countries.

*Be able to* efficiently use the knowledge of international business etiquette and business protocol, communicate in an international environment, conclude negotiations and establish long-term cooperation with the partners;

*Have* knowledge of the key methods, techniques and tools used to ensure the negotiation process efficiency and the provisions of the Russian and international law that need to be used when preparing, concluding and executing foreign trade agreements.

**Course structure**: lectures, seminars, business games, test, independent student work and Internet resource use.

**Summative assessment**: pass/fail examination