***Practical Course in International Trade Negotiations***

***B 1.2.5.2.2***

**Degree**: Master

**Year**: 1

**Semester**: module 4

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

**Goals and objectives of the course**

To acquire knowledge of international protocol and business etiquette, the way business communications are arranged in the international environment, to be able to correctly conclude negotiations and establish long-term cooperation with the partners.

**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 38.03.01 in Economics (concentration: International Economics). The students of the program should have knowledge of the topical issues in international business, legal framework for international business operations, be able to take the modern trends and the changing global economic conditions into account, to examine the international market conditions and the economic situation.

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

*Know* the techniques, strategies and tactics of negotiations used on various negotiation stages and in different situations that occur during the negotiation process;

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

**Have** knowledge of the methods used in order to come to an agreement in the negotiation process and to exert influence during negotiations, of the business communication techniques used in an international business environment and the local business culture specifics.

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

**Summative assessment**: pass/fail examination