

Theory and Practice of International Negotiations

B 1.2.5.3.1

Degree: Bachelor

Year: 4

Semester: 7

General workload: 3 ECTS credits, 108 hours

Goals and objectives of the course

To understand the concept and meaning of international negotiations, to examine approaches to defining and special characteristics of negotiations conducted in a globalized world; to examine the theory of negotiations; to examine development of theoretical approaches to the negotiation process and the negotiating methods described in the Russian and international papers, to examine the relevant Russian and international practices; to balance theory with practice in the negotiation process; to analyze different types of negotiations, new trends in conducting negotiations observed in an international environment.

Key didactic units

1. International negotiations: the concept, forms, and special characteristics.
2. International negotiations planning and preparation.
3. Practical aspects of international negotiations.
4. Conflicts situations in negotiations and ways to resolve them.
5. Manipulation strategies used in the negotiation process.
6. Country-specific characteristics of international negotiations.

Place of the discipline within the curriculum

The course is an elective.

Upon completing the course, the students should:

Know: the way international energy companies' negotiations developed;

Be able to: examine the consequences of managerial decisions made following international negotiations;

Have: understanding of the international negotiations strategy and tactics.

Course structure: lectures, practicals and seminars

Summative assessment: pass / fail examination