



PROGRAM	Master of Business Administration
SEMESTER	3
COURSE TITLE	International Negotiations
COURSE CODE	04MB0326
COURSE CREDIT	03
COURSE DURATION	42 Hours (42 Sessions of 60 Minutes Each)

COURSE OUTCOMES

- ❖ Correlate the theoretical and practical aspects of Negotiations.
- ❖ Gain in-depth knowledge related to current theoretical debates in the field of negotiations at international markets.
- ❖ Provide proper recommendations for improving the negotiation capacity
- ❖ Describes power, persuasion, and influence tactics at the bargaining during different rounds of Negotiation
- ❖ Describes how to deal with dilemmas, or situations in which negotiators make choices in a mixed-motive context, where cooperation involves building trust with the other party, and competition involves an attempt to increase one's own share of resources.

COURSE CONTENTS:

Unit No	Unit / Sub Unit	Sessions
Unit I	BASICS OF NEGOTIATIONS The Nature of Negotiation, Strategy and tactics used in Distributive Bargaining, Strategy and tactics of Integrative Negotiation, Negotiation: Strategy and Planning, Ethical issues in Negotiation. case study	10
Unit II	NEGOTIATION AND SUB PROCESSES Perception, Cognition, and Emotion, Communication, Finding and Using Negotiation, Power and Influence, case study	08
Unit III	NEGOTIATION CONTEXTS Relationships in Negotiation, Agents, Constituencies, Audiences, Coalitions, Multiple Parties, Groups, and Teams in Negotiation, case study	08
Unit IV	INDIVIDUAL DIFFERENCES Individual Differences I: Gender and Negotiation, Individual Differences II: Personality and Abilities, Consumer Negotiations, case study	08
Unit V	NEGOTIATION AND CULTURES International and Cross-Cultural Negotiation, Consumer negotiations, Organizational negotiations, Community negotiations, the art and science of Negotiations. case study	08

EVALUATION:

The students will be evaluated on a continuous basis and broadly follow the scheme given below:

	Component	Weightage
A	Continuous Evaluation Component (Assignments / Presentations/ Quizzes / Class Participation/ etc.)	20% (C.E.C.)
B	Internal Assessment	30% (I.A.)
C	End-Semester Examination	50% (External Assessment)



SUGGESTED READINGS:

Textbooks:

Sr. No	Author/s	Name of the Book	Publisher	Edition & Year
T-01	Roy Lewicki and Bruce Barry and David Saunders	Negotiation	McGraw Hill Publication.	08 th Edition.
T-02	Molly Fletcher	A Winner'S Guide to Negotiating: How Conversation Gets Deals Done.	McGraw Hill Publication.	01 st Edition
T-03	Leigh Thompson	The Mind and Heart of the Negotiator.	Pearson Publications	06 th Edition
T-04	Beverly DeMarr, Suzanne C. de Janasz.	Negotiation and Dispute Resolution: Global Edition	Pearson Publication	01 st Edition

Reference Books:

Sr. No	Author/s	Name of the Book	Publisher	Edition
R-01	Max H. Bazerman	The Power of Noticing: What the Best Leaders See	Simon & Schuster	1 st Edition
R-02	Samuel Dinnar Lawrence, E. Susskind	Entrepreneurial Negotiation	Palgrave Macmillan	1 st Edition
R-03	Ming Yang, Fan Yang	Negotiation in Decentralization	Springer-Verlag London	1 st Edition
R-04	Mauro Galluccio	Handbook of International Negotiation	Springer International Publishing	01 st Edition
R-05	Gary Noesner	Stalling for Time:	Sage Publication	1 st Edition