Syllabus

1. Programme information

1.1. Institution	THE BUCHAREST UNIVERSITY OF ECONOMIC STUDIES
1.2. Faculty	Economic Cybernetics, Statistics and Informatics
1.3. Departments	Department of International Business and Economics
1.4. Field of study	Economic Cybernetics, Statistics and Informatics
1.5. Cycle of studies	Bachelor
1.6. Education type	Full-time
1.7. Study programme	Statistics and Economic Forecasting
1.8. Language of study	Romanian
1.9. Academic year	2021-2022

2. Information on the discipline

2.1. Name	**International Negotiations**								
2.2. Code	**21.0204IF2.2-08.4**								
2.3. Year of study	**2**	2.4. Semester	**2**	2.5. Type of assessment	**Test**	2.6. Status of the discipline	**Optional**	2.7. Number of ECTS credits	**3**
2.8. Instructors									

3. Estimated Total Time

3.1. Number of weeks	14.00		
3.2. Number of hours per week	3.00	of which	
		Lectures(C)	2.00
		Seminars(S)	1.00
3.3. Total hours from curriculum	42.00	of which	
		Lectures(C)	28.00
		Seminars(S)	14.00
3.4. Total hours of study per semester (ECTS*25)	75.00		
3.5. Total hours of individual study	33.00		
Distribution of time for individual study			
Study by the textbook, lecture notes, bibliography and student's own notes	20.00		
Additional documentation in the library, on specialized online platforms and in the field	5.00		
Preparation of seminars, labs, assignments, portfolios and essays	5.00		
Tutorials	1.00		
Examinations	1.00		
Other activities	1.00		

4. Prerequisites

4.1. of curriculum	-
4.2. of competences	-

5. Conditions

for the Lectures(C)	- Classroom with multimedia teaching equipment
for the Seminars(S)	- Classroom with multimedia teaching equipment

6. Acquired specific competences

-

7. Objectives of the discipline

7.1. General objective	C2: Assistance for the preparation and conduct of negotiations in international affairs; C3: Carrying out international business according to contract terms
7.2. Specific objectives	Emphasis - with regard to concrete cases - of strategies, techniques and tactics of negotiation Study of cultural differences in international negotiation Identifying conflict resolution methods Presentation of the specific elements of the diplomatic negotiations

8. Contents

8.1. Lectures(C)		Teaching/Work methods	Recommendations for students
1	Negotiation - general characteristics (definition and phases of negotiation, communication and negotiation, negotiator's personality, negotiation strategies and tactics) - 4 hours;	Interactive, using the video projector, discussing the course theme and insisting on key elements, giving examples, passing practical applications useful to the next courses, presenting current applications on slides and commenting on them.	Students are advised to read the course material before attending, so that they can interact during the course
2	International Negotiation (Intercultural Communication, Worldwide Bargaining Styles) - 4 hours	Interactive, using the video projector, discussing the course theme and insisting on key elements, giving examples, passing practical applications useful to the next courses, presenting current applications on slides and commenting on them.	Students are advised to read the course material before attending, so that they can interact during the course
3	Carrying out international negotiations (preparation, roll-out, completion) - 4 hours	Interactive, using the video projector, discussing the course theme and insisting on key elements, giving examples, passing practical applications useful to the next courses, presenting current applications on slides and commenting on them.	Students are advised to read the course material before attending, so that they can interact during the course

4	Conflict management and negotiation (definition and typology of conflicts, ways of solving, negotiation role) - 4 hours	Interactive, using the video projector, discussing the course theme and insisting on key elements, giving examples, passing practical applications useful to the next courses, presenting current applications on slides and commenting on them.	Students are advised to read the course material before attending, so that they can interact during the course
5	International trade negotiation (specific, negotiation, international contracting) - 6 hours	Interactive, using the video projector, discussing the course theme and insisting on key elements, giving examples, passing practical applications useful to the next courses, presenting current applications on slides and commenting on them.	Students are advised to read the course material before attending, so that they can interact during the course
6	Diplomatic negotiation (negotiation types, international agreements) - 4 hours	Interactive, using the video projector, discussing the course theme and insisting on key elements, giving examples, passing practical applications useful to the next courses, presenting current applications on slides and commenting on them.	Students are advised to read the course material before attending, so that they can interact during the course
7	International negotiation - synthesis - 2 hours	Interactive, using the video projector, discussing the course theme and insisting on key elements, giving examples, passing practical applications useful to the next courses, presenting current applications on slides and commenting on them.	Students are advised to read the course material before attending, so that they can interact during the course
8	Negotiation - general characteristics (definition and phases of negotiation, communication and negotiation, negotiator's personality, negotiation strategies and tactics) - 4 hours;	Interactive, using the video projector, discussing the course theme and insisting on key elements, giving examples, passing practical applications useful to the next courses, presenting current applications on slides and commenting on them.	Students are advised to read the course material before attending, so that they can interact during the course
9	International Negotiation (Intercultural Communication, Worldwide Bargaining Styles) - 4 hours	Interactive, using the video projector, discussing the course theme and insisting on key elements, giving examples, passing practical applications useful to the next courses, presenting current applications on slides and commenting on them.	Students are advised to read the course material before attending, so that they can interact during the course

10	Carrying out international negotiations (preparation, roll-out, completion) - 4 hours	Interactive, using the video projector, discussing the course theme and insisting on key elements, giving examples, passing practical applications useful to the next courses, presenting current applications on slides and commenting on them.	Students are advised to read the course material before attending, so that they can interact during the course
11	Conflict management and negotiation (definition and typology of conflicts, ways of solving, negotiation role) - 4 hours	Interactive, using the video projector, discussing the course theme and insisting on key elements, giving examples, passing practical applications useful to the next courses, presenting current applications on slides and commenting on them.	Students are advised to read the course material before attending, so that they can interact during the course
12	International trade negotiation (specific, negotiation, international contracting) - 6 hours	Interactive, using the video projector, discussing the course theme and insisting on key elements, giving examples, passing practical applications useful to the next courses, presenting current applications on slides and commenting on them.	Students are advised to read the course material before attending, so that they can interact during the course
13	Diplomatic negotiation (negotiation types, international agreements) - 4 hours	Interactive, using the video projector, discussing the course theme and insisting on key elements, giving examples, passing practical applications useful to the next courses, presenting current applications on slides and commenting on them.	Students are advised to read the course material before attending, so that they can interact during the course
14	International negotiation - synthesis - 2 hours	Interactive, using the video projector, discussing the course theme and insisting on key elements, giving examples, passing practical applications useful to the next courses, presenting current applications on slides and commenting on them.	Students are advised to read the course material before attending, so that they can interact during the course

Bibliography

- Stewart, L. Tubbs, Conflict Management, Mc. Graw Hill Companies, London, 2007
- Geert Hofstede, Cultures and Organisations. Software of the Mind, McGraw-Hill Company, London, 1991
- Fisher, Roger; Ury, William, Getting to Yes, Second Edition, Penguin Book, 1999
- Maliţa, Mircea, Jocuri pe scena lumii, Editura C.H. Beck, Bucureşti, 2007
- Popa, Ioan, Filip, Radu, Management international, Editura Economică, Bucureşti
- Thomson, Leigh, Mintea şi inima negociatorului. Manual complet de negociere, Editura Meteor Press, Bucuresti, 2007
- Popa, Ioan, Negocierea commercială internaţională, Editura Economică, Bucureşti, 2006

- Popa, Ioan, Negocierea commercială internaţională, Editura Economică, Bucureşti, 2006
- Prutianu, Ştefan, Manual de comunicare şi negociere în afaceri, Editura Polirom, Iasi, 2000

8.2. Seminars(S)		Teaching/Work methods	Recommendations for students
1	Negotiations and negotiators - examples from international practice	Using the practical application book that contains case studies	Highlighting the notions discussed at the course and correlation with case studies.
2	Soft negotiation vs. hard negotiation. Game theory	Using the practical application book that contains case studies	Highlighting the notions discussed at the course and correlation with case studies.
3	Cultural differences in negotiation: comparative analysis; case studies	Using the practical application book that contains case studies	Highlighting the notions discussed at the course and correlation with case studies.
4	Use of AT and NPL in the analysis of manipulation techniques	Using the practical application book that contains case studies	Highlighting the notions discussed at the course and correlation with case studies.
5	Negotiation techniques and tactics in conflict resolution	Using the practical application book that contains case studies	Highlighting the notions discussed at the course and correlation with case studies.
6	International Trade Negotiation: Simulating a Negotiation	Using the practical application book that contains case studies	Highlighting the notions discussed at the course and correlation with case studies.
7	Solving conflicts in diplomatic negotiation	Using the practical application book that contains case studies	Highlighting the notions discussed at the course and correlation with case studies.
8	Negotiations and negotiators - examples from international practice	Using the practical application book that contains case studies	Highlighting the notions discussed at the course and correlation with case studies.
9	Soft negotiation vs. hard negotiation. Game theory	Using the practical application book that contains case studies	Highlighting the notions discussed at the course and correlation with case studies.
10	Cultural differences in negotiation: comparative analysis; case studies	Using the practical application book that contains case studies	Highlighting the notions discussed at the course and correlation with case studies.
11	Use of AT and NPL in the analysis of manipulation techniques	Using the practical application book that contains case studies	Highlighting the notions discussed at the course and correlation with case studies.
12	Negotiation techniques and tactics in conflict resolution	Using the practical application book that contains case studies	Highlighting the notions discussed at the course and correlation with case studies.
13	International Trade Negotiation: Simulating a Negotiation	Using the practical application book that contains case studies	Highlighting the notions discussed at the course and correlation with case studies.
14	Solving conflicts in diplomatic negotiation	Using the practical application book that contains case studies	Highlighting the notions discussed at the course and correlation with case studies.

Bibliography

- Popa, Ioan, Negocierea comercială internaţională, Editura Economică, Bucureşti, 2006
- Belu, Mihaela, Operatiuni de comert exterior, Editura ASE, Bucureşti, 2006

9. Corroboration of the contents of the discipline with the expectations of the representatives of the epistemic community, of the professional associations and representative employers in the field associated with the programme

Discussion of the content of the discipline with specialists from the business environment and with representatives of the Ministry of Foreign Affairs.

10. Assessment

Type of activity	Assessment criteria	Assessment methods	Percentage in the final grade
10.1. Seminars(S)	Involvement in solving case studies and exercises.	The frequency and involvement of students at seminar classes is recorded.	50.00
10.2. Final assessment			50.00
10.3. Modality of grading	Whole notes 1-10		
10.4. Minimum standard of performance	to present at the seminar a case study or a practical application, to pass the test to be given at the seminar		

Date of listing,
11/09/2026

Signature of the discipline leaders,

Date of approval in the department

Signature of the Department Director,