

| Discipline | Optional discipline № 3.2 «Strategies and Tactics of International Economic Negotiations» |
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| Degree of higher education | Master |
| Name of specialty / study programme | International Economic Relations/ International Economic Relations |
| Mode of study | Full-time |
| Year of studies, semester, duration | 1 st year, 2 nd semester, one-semester |
| Semester control | Pass/fail test |
| Number of hours (lectures and seminars), credits | 120 (10/14), 4 credits |
| Language | Ukrainian or English |
| Department in charge | International Economic Relations and Project Management |
| Author of the discipline | Viktoriia Kukharyk |
| Short description | |
| Prerequisites | Required knowledge: international economic relations, business etiquette, economic diplomacy, foreign language level not lower than A2 (English) |
| What will be studied? | Specifics and features of international economic negotiations, stages of business negotiations, strategies and tactics of international economic negotiations, methods of positional bargaining and hard negotiations, how to answer on questions and objections, features of effective negotiations, psychology of business communication. |
| Why is it interesting and should be learnt? | The skills of conducting business negotiations, the ability not only to find a compromise with partners, competitors, but also to ensure the reputation of a professional leader are in demand nowadays. Students will learn how to prepare alternative scenarios for business negotiations, which, in turn, will make the company, the country competitive and form a positive image. |
| What can be learnt? (study results) | The subject's learning will form the ability to prepare for negotiations, to use different negotiation methods, styles, strategies and tactics, effective negotiation technologies. Students will know how to use psychology of nonverbal behavior, ethics and culture of negotiation behavior, how to conduct business negotiations with foreign partners. |
| How can the acquired knowledge and skills (competences) be used? | To set goals and formulate negotiation objectives, to define ranges of objectives in negotiations, to develop a negotiation plan, to determine the strategies and tactics of negotiations, to collect information about negotiating partners, to use the methods of argumentation and counterargumentation, to vary the methods of negotiation. |
| Suggested readings | 1. Business Communication for Success (in English). URL: open.lib.umn.edu › open › download › type=pdf PDF 2. The International Negotiations Handbook: Success Through Preparation, Strategy, And Planning(in English). URL: https://static1.squarespace.com/static/5900b58e1b631bffa367167e/t/59f35bdd692670b730f26ac6/1509120994315/International%2BNegotiations%2BHandbook++%281%29.pdf |