

AMITY GLOBAL INSTITUTE

MODULE SYLLABUS

Course	MASTER OF BUSINESS ADMINISTRATION (UNIVERSITY OF NORTHAMPTON)
Module Title	International Business Negotiation
Module Syllabus no. (if any)	STRM060
Syllabus / Content / Learning Outcomes	<p>On successful completion of the module students will be able to:</p> <p>Knowledge and Understanding</p> <ol style="list-style-type: none"> a) Understand and apply the principles and techniques of ethical negotiation and distributive justice; b) Critically apply the theories of negotiation, signaling, argumentation and real options; c) Demonstrate a critical understanding of how negotiation style and practice varies across cultures and contexts. <p>Subject Specific</p> <ol style="list-style-type: none"> d) Identify and able to selectively apply the key negotiation styles, ploys and techniques; e) Understand and apply the principles of argumentation to different and contrasting negotiation situations; f) To critically analyse negotiation standpoints, styles and situations using game and signaling theories (including the prisoner's dilemma) <p>Key Skills</p> <ol style="list-style-type: none"> g) To plan negotiation strategies appropriate to a variety of business situations by analysing and synthesising relevant data sources; h) Construct and communicate effective and ethical negotiation plans and strategies in cross-cultural business situations; i) Develop a level of self-awareness with regards to personal negotiation position and style.
No. of teaching hours	<p>Workshops x 14 = 42 Discussion forums and group negotiation games=88 Private directed study = 20 Assessments (included with independent study hours) = 50</p> <p>Total = 200</p>
Teaching Methods	Lectures, tutorials, case-studies analysis, research journals and group discussion.
Assessment Methods and Weightages	<p>AS1 - Critical Essay (2,500 words) - 50%</p> <p>AS2 - Case Analysis (2,500 words) - 50%</p>
Skills for maximising learning outcomes	Reading and research
Dates of examinations, major assessments and assignments	Please refer NILE at: https://nile.northampton.ac.uk
Recommended text	<p>Lecture materials will be complemented by using case studies and scenarios based on real-world negotiation situations. Students will also be given the opportunity to develop their negotiating skills by applying knowledge gained to live negotiation exercises and games with other students. This exploratory learning will be delivered by group-synchronous (FT) and online group-asynchronous (DL) discussions and learning sets, which will give students the opportunity to lead debate, argue and discuss negotiation theories against the background of practical knowledge and their observations of their own experiences.</p> <p>Pervez N. Ghauri, Jean-Claude Usunier - International Business Negotiations Emerald Group Publishing, 2003</p>

Note: All Information provided to Amity will be kept strictly confidential except for those required under statutory requirements and by government authorities and relevant university partners and accreditation bodies as part of the regulatory or course requirements.

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Lesson No.	Learning Outcome
1	What is negotiation? Distributive bargaining + Tradeable Three elements of negotiation
2	Negotiation planning Rationality
3	Game theory and the Prisoner's Dilemma Renegotiation + Negotiations
4	Negotiation simulation review
5	Concept review How to identify your BATNA
6	Negotiation simulation review
7	Distributive Justice Signalling Protocol Hofstede's Cultural Dimensions
8	FIJI vs Fiji case study
9	Identify current events related to Negotiations
10	Identify current events related to Negotiations

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