

# SYLLABUS

## 1. Information regarding the program

1.1 Higher education institution	<b>University of Oradea</b>
1.2 Faculty	<b>Faculty of Economic Sciences</b>
1.3 Department	<b>Department of International Business</b>
1.4 Field of study	<b>Economics and International Business</b>
1.5 Cycle of study	<b>Cycle I - Bachelor</b>
1.6 Program of study /Degree	<b>International Business / Bachelor Degree</b>

## 2. Information regarding the discipline

2.1 Name of discipline	<b>INTERNATIONAL COMMERCIAL NEGOCIATION</b>						
2.2 Course titleholder	Lect.univ.dr. Adrian NEGREA						
2.3 Seminar titleholder	Lect.univ.dr. Adrian NEGREA						
2.4 Year of study	II	2.5 Semester	3	2.6 Type of assessment	Cv.	2.7 Type of discipline	O

(I) Compulsory; (O) Elective; (F) Facultative

## 3. Estimated total time (hours/semester of activities)

3.1 Number of hours/week	3	out of which: 3.2 course	2	3.3 seminar	1
3.4 Total of hours in the Curriculum	42	out of which: 3.5 course	28	3.6 seminar	14
<b>Distribution of hours:</b>					70 hours
Studying the workbook, course book, bibliography and notes					28 hours
Supplementary documentation in the library, on electronic specialty sites and in the field					24 hours
Preparing seminars/laboratories, themes, projects, portfolios and essays					14 hours
Tutorship					2 hours
Assessment activities					2 hours
Other activities.....					-
3.7 Total hours of individual study	<b>70</b>				
3.9 Total hours/semester	<b>112</b>				
3.10 Number of credits	4				

## 4. Pre-requisites (if applicable)

4.1 Curriculum	-
4.2 Skills	-

## 5. Conditions (if applicable)

5.1. concerning the course activities	Modern means of video presentation - video projector
5.2. concerning the seminar/laboratory activities	Modern means of video presentation - video projector

6. Specific skills acquired	
<b>Professional skills</b>	<ul style="list-style-type: none"> <li>• C1.1 - Describing the key concepts, theories and methods used in the study of competitive advantages at different levels (global, EU-27, national, regional) for profit-oriented public or private institutional units;</li> <li>• C1.2 - Explaining the key concepts and methodologies of interpretation of phenomena and processes faced by public and private organizations in international business;</li> <li>• C1.3 - Applying methods, techniques and principles proper for observing different types, processes and goods and/or services trading;</li> <li>• C1.4 -Analysing some typical empirical situations and critical assessment of the methodologies used in the study of international business of public communities and private organizations;</li> <li>• C1.5 - Developing some innovative research models of international business phenomena in public and private organizations.</li> </ul>
<b>Transversal Skills</b>	<ul style="list-style-type: none"> <li>• CT1 - Applying the principles, norms and professional ethics values in the personal strategy of rigorous, efficient and responsible work;</li> <li>• CT2 - Identifying the roles and responsibilities in a multi-specialized team and using the relationship techniques and efficient work in the team;</li> <li>• CT3 - Identifying the opportunities of continuous formation and values – the efficient implementation of the resources and educational techniques for the personal development.</li> </ul>

### 7. Objectives of discipline (resulting from the grid of specific skills acquired)

7.1 General objective of discipline	<ul style="list-style-type: none"> <li>▪ Presentation of specific elements of international negotiations and the steps taken in the international negotiations, all to familiarize students with communication skills in competition and conflict situations.</li> </ul>
7.2 Specific objectives	<ul style="list-style-type: none"> <li>▪ knowledge and understanding of notions regarding the organization and functioning of international business;</li> <li>▪ knowledge and understanding of the decision making mechanism for an international business activity;</li> <li>▪ explaining and interpreting the necessity of being aware of the requirements needed when being part of the overseas market;</li> <li>▪ using methods and tools to investigate the results of international business performance.</li> </ul>

### 8. Contents

8.1 Course (C)	Teaching methods	Observations
Course organization - overview	Online PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	<i>Teaching Strategies:</i> deductive strategy (the teaching approach is from general to particular)
Negotiation - general characteristics (history, definition, conditions, structure, functions)	Online PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations,	<i>Teaching Strategies:</i> deductive strategy (the teaching approach is from general to particular)

	and questions that bring the contemporary topic to life	
The Negotiator: personality and negotiating styles	Online PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	<i>Teaching Strategies:</i> deductive strategy (the teaching approach is from general to particular)
Cultural Dimensions in negotiation. intercultural communication	Online PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	<i>Teaching Strategies:</i> deductive strategy (the teaching approach is from general to particular)
Negotiation stages	Online PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	<i>Teaching Strategies:</i> deductive strategy (the teaching approach is from general to particular)
Negotiation strategies	Online PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	<i>Teaching Strategies:</i> deductive strategy (the teaching approach is from general to particular)
Negotiation tactics	Online PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	<i>Teaching Strategies:</i> deductive strategy (the teaching approach is from general to particular)

Conflicts in negotiation. Ways of settlement	Online PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	<i>Teaching Strategies:</i> deductive strategy (the teaching approach is from general to particular)
Games theory	Online PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	<i>Teaching Strategies:</i> deductive strategy (the teaching approach is from general to particular)
Preparing negotiating objectives, level of negotiating, negotiating team, negotiating mandate	Online PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	<i>(Teaching Strategies:</i> deductive strategy (the teaching approach is from general to particular)
Negotiation progress: arguments, objections and solutions (concessions, compromises)	Online PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	<i>Teaching Strategies:</i> deductive strategy (the teaching approach is from general to particular)
The negotiation results: agreement / contract conclusion, blockage, rupture	Online PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	<i>Teaching Strategies:</i> deductive strategy (the teaching approach is from general to particular)
Documents used in negotiation	Online PPT Lecture presentation, discussion, problem-solving,	<i>Teaching Strategies:</i> deductive

	interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	strategy (the teaching approach is from general to particular)
Diplomatic negotiations: negotiating international agreements	Online PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	<i>Teaching Strategies:</i> deductive strategy (the teaching approach is from general to particular)
Bibliography <ol style="list-style-type: none"> <li>Dupont, Christophe, <i>La negociation. Conduite, theorie, application</i>, 4<sup>e</sup> edition, Dalloz, Paris, 1994</li> <li>Lewicki, Roy J., Saunders, David M., Barry, Bruce, <i>Negotiation</i>, McGraw-Hill, 2006</li> <li>Malița, Mircea, <i>Jocuri pe scena lumii</i>, Editura C.H. Beck, București, 2007</li> <li>Prutianu, Ștefan, <i>Manual de comunicare și negociere în afaceri</i>, Editura Polirom, Iași, 2000</li> <li>Popa, Ioan, <i>Negocierea comercială internațională</i>, Editura Economică, București, 2006</li> <li>Thomson, Leigh, <i>Mintea și inima negociatorului. Manual complet de negociere</i>, Editura Meteor Press, 2006/2007.</li> </ol>		
<b>8.2 Seminar (S)</b>	<b>Teaching methods</b>	<b>Observations</b>
Seminar organization - overview	Online seminar discussions, team work, problem-solving, role play, case studies, text commentary, essay, reaction paper, practical applications.	-
Negotiation - general characteristics (history, definition, conditions, structure, functions)	Online seminar discussions, team work, problem-solving, role play, case studies, text commentary, essay, reaction paper, practical applications.	-
The Negotiator: personality and negotiating styles	Online seminar discussions, team work, problem-solving, role play, case studies, text commentary, essay, reaction paper, practical applications.	-
Cultural Dimensions in negotiation. intercultural communication	Online seminar discussions, team work, problem-solving, role play, case studies, text commentary, essay, reaction paper, practical applications.	-

Negotiation stages	Online seminar discussions, team work, problem-solving, role play, case studies, text commentary, essay, reaction paper, practical applications.	-
Negotiation strategies	Online seminar discussions, team work, problem-solving, role play, case studies, text commentary, essay, reaction paper, practical applications.	-
Negotiation tactics	Online seminar discussions, team work, problem-solving, role play, case studies, text commentary, essay, reaction paper, practical applications.	-
Conflicts in negotiation. Ways of settlement	Online seminar discussions, team work, problem-solving, role play, case studies, text commentary, essay, reaction paper, practical applications.	-
Games theory	Online seminar discussions, team work, problem-solving, role play, case studies, text commentary, essay, reaction paper, practical applications.	-
Preparing negotiating objectives, level of negotiating, negotiating team, negotiating mandate	Online seminar discussions, team work, problem-solving, role play, case studies, text commentary, essay, reaction paper, practical applications.	-
Negotiation progress: arguments, objections and solutions (concessions, compromises)	Online seminar discussions, team work, problem-solving, role play, case studies, text commentary, essay, reaction paper, practical applications.	-
The negotiation results: agreement / contract conclusion, blockage, rupture	Online seminar discussions, team work, problem-solving, role play, case studies, text commentary, essay, reaction paper, practical applications.	-
Documents used in negotiation	Online seminar discussions, team work,	-

	problem-solving, role play, case studies, text commentary, essay, reaction paper, practical applications.	
Diplomatic negotiations: negotiating international agreements	Online seminar discussions, team work, problem-solving, role play, case studies, text commentary, essay, reaction paper, practical applications.	-
<b>Bibliography</b> <ol style="list-style-type: none"> <li>1. Belu, Mihaela, <i>Operațiuni de comerț exterior</i>, Editura ASE, București, 2006</li> <li>2. Dupont, Christophe, <i>La negociation. Conduite, theorie, application</i>, 4<sup>e</sup> edition, Dalloz, Paris, 1994</li> <li>3. Prutianu, Ștefan, <i>Manual de comunicare și negociere în afaceri</i>, Editura Polirom, Iași, 2000</li> <li>4. Popa, Ioan, <i>Negocierea comercială internațională</i>, Editura Economică, București, 2006.</li> </ol>		

**9. Corroboration of the contents of the discipline with the expectations of the epistemic community, professional associations and employers representing the field of study of the program**

<ul style="list-style-type: none"> <li>▪ Analysing typical empirical situations and critical assessment of methodologies used to study international business communities and public private organizations;</li> <li>▪ Monitoring typical situations by measuring the degree of regional development in international business.</li> </ul>
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**10. Assessment**

Type of activity	10.1 Assessment criteria	10.2 Assessment methods	10.3 Percentage of the final grade
10.4 Course (C)	<p>Requirements for grade 5: learning and writing the basic knowledge (as compulsory literature) for each subject (3 subjects)</p> <p>Requirements for grade 10: learning and writing the basic knowledge (as compulsory literature) for each subject (2 subjects)</p>	Final written examination	50%
10.5 Seminar (S)	<p>Requirements:</p> <ul style="list-style-type: none"> <li>-attendance</li> <li>- presentation of the chosen theme: exposure ways and explanations, problems addressed, framing the issue, timing, sources</li> </ul>	Intermediary paper (semester assessment)	50%

	used, arguments supporting the presented ideas Requirements for grade 5: Preparation and presentation of thematic study from mandatory bibliography Requirements for grade 10: Preparation and presentation of thematic study from mandatory bibliography, attendance and presentation		
10.9 Minimum performance standard			
<ul style="list-style-type: none"> <li>▪ Conducting a study / international business project</li> <li>▪ Achieving a work/project, assuming the responsibility of tasks specific to the role of multi-specialized teams.</li> </ul>			

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