

1. Information regarding the program

1.1 Higher education institution	University of Oradea
1.2 Faculty	Faculty of Economic Sciences
1.3 Department	Department of International Business
1.4 Field of study	Economics and International Business
1.5 Cycle of study	Master's Degree Program
1.6 Program of study /Degree	International Business Administration

2. Information regarding the discipline

2.1 Name of discipline	Negotiation and Contracting in International Commerce						
2.2 Course titleholder	Lecturer Ciprian Benjamin BENEĂ						
2.3 Seminar titleholder	Lecturer Ciprian Benjamin BENEĂ						
2.4 Year of study	2	2.5 Semester	3	2.6 Type of assessment	Cv	2.7 Type of discipline	DSI

(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	-	3.3 seminar	3
3.4 Total of hours in the Curriculum	42	out of which: 3.5 course	-	3.6 seminar	42
Distribution of hours:					98
Studying the workbook, course book, bibliography and notes					35
Supplementary documentation in the library, on electronic specialty sites and in the field					42
Preparing seminars/laboratories, themes, projects, portfolios and essays					15
Tutorship					4
Assessment activities					2
Other activities.....					0
3.7 Total hours of individual study	98				
3.9 Total hours/semester	140				
3.10 Number of credits	5				

4. Pre-requisites (if applicable)

4.1 Curriculum-.....
4.2 Skills-.....

5. Conditions (if applicable)

5.1. concerning the course activities	room equipped with a video projector, computer networking, magnetic board
5.2. concerning the seminar/laboratory activities	room equipped with a video projector, computer networking, magnetic board

6. Specific skills acquired	
Professional skills	<ul style="list-style-type: none"> ▪ C2.1 Identifying, describing thoroughly and communicating the concepts, theories and decisions related to the organization and financing activities of internationally active companies in a multicultural business environment ▪ C3.3 Identifying strategies applicable to real complex situation in the international context ▪ C4.5 Testing the results of implementing identified strategies so as to validate them ▪ C5.3 Analysing and thorough interpreting of various information in order to explain concepts specific to the field in real situations; using integrated techniques and procedures for international negotiations and coordination of multicultural organizations
Transversal Skills	<ul style="list-style-type: none"> • CT1. Achieving independently or with the group the complex tasks / objectives in developing and implementing international projects under time pressure, in conditions of uncertainty, risk and multiculturalism, and enforcement of norms and professional ethics and values for decision • CT2. Planning and organizing human resources within a group / an organization in terms of acceptance of diversity of opinion and culture, and of critical attitudes; their critically-constructive evaluation. ▪ CT3. Assuming the need for continuous training to create prerequisites for career progression and adaptation of one's own professional, managerial and communicational skills to the dynamics of the national and international business environment.

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

7.1 General objective of discipline	<ul style="list-style-type: none"> ▪ Knowing and understanding of the concepts, terminology and specifics of international negotiation and international contracting. ▪ Understanding and applying principles and fundamental methods of prospecting new markets, specific to international business. ▪ Knowing negotiation strategies, techniques and tactics. ▪ Knowing and understanding the research methodology in the field of economics and international business. Using the specific models and the methods of the discipline.
7.2 Specific objectives	<ul style="list-style-type: none"> ▪ Capacity of analysis, synthesis and prognosis manifested through ability to analyse data, adaptability, flexibility in thinking. ▪ Capacity to action independently and creatively in problem solving, to evaluate critical situations and to communicate results in a demonstrative way. ▪ Learning „the negotiation game” and increasing the capacity to get your own contribution to the succes of the business, without losing from sight the general sitauation and the interests of the other party.

8. Contents

8.1 Seminar (S)	Teaching methods	Observations
8.1.1. Debate and role play about international business: definition, ways to realize import/export activities.		
8.1.2. The company in international commerce. The export oriented company		
8.1.3. The international prospecting activity. Case studies, role play and simulations about prospecting techniques.		
8.1.4. Establishing business contacts. The participation of a company to an international trade: role play and work group.		
8.1.5. Debate and problematisation about intenational negotation: definition, characteristics, the inter-cultural dimension of international negotiation.		

Negotiation simulation.		
8.1.6. Negotiation strategies, techniques and tactics. Simulation and role play. Negotiation styles		
8.1.7. Negotiation unfolding: preparation and negotiation opening. Simulation and role play about business communication: verbal and non-verbal communication, cultural differences.		
8.1.8. Negotiation unfolding: the negotiation and its results. Case studies		
8.1.9. International commercial contracting. Contracting conditions, contracting through negotiation. Simulation and case studies, work group for international contract clauses analysis and establishing the price in the international contract.		
8.1.10. International commercial contracting: contracting through correspondence; the role of the intermediaries in international contracting. Simulation and case studies, work group for the establishment of the intermediary contract.		
8.1.11. The international selling contract: content, execution. Simulation and case studies, work group		
8.1.12. The object of the international selling contract. Case studies, work group.		
8.1.13. The price in the international selling contract. Case studies, work group.		
8.1.14. Methods of delivery. Exercises with the International Commercial Terms (Incoterms 2010)		
Bibliography		
1 Popa, Ioan, <i>Negocierea comercială internațională</i> , Economica Publishing House, Bucharest, 2006.		
2 Cogan, Charles, <i>French Negotiating Behavior. Negotiating with La Grande Nation</i> , Washington D.C., USIP Press, 2003;		
3 Cohen, Raymond, <i>Negotiating Across Cultures. International Communication in an Interdependent World</i> , Washington D. C., USIP Press, 2002;		
4 Kremenyuk, Viktor A., (ed.), <i>International Negotiations</i> , San Francisco, Jossey-Bass, 2002.		

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

- capacitate de a anticipa și a se adapta rapid la schimbările pieței, respectiv, la diferențele culturale și comportamentale ale partenerilor de negociere;
- elaborarea de studii, analize și rapoarte publicate sau aplicate în domeniul profesional.

10. Assessment

Type of activity	10.1 Assessment criteria	10.2 Assessment methods	10.3 Percentage of the final grade
10.4 Course (C)	-	-	
10.5 Seminar (S)	<p><i>Seminar grade:</i></p> <ul style="list-style-type: none"> ▪ grade for individual presentation; ▪ grade for a collective report; ▪ grade for the overall seminar activity. <p>- <i>Requirements for 5:</i> conceiving and presenting the</p>	<p>Elaborating a study/project in the field of international economics</p> <p>Presenting the study/project in the field of international economics</p>	<p>60%</p> <p>40%</p>

	thematic essay starting from the compulsory indicated bibliography - <i>Requirements for 10</i> : ▪ conceiving and presenting the thematic essay starting from the compulsory indicated bibliography		
10.6 Laboratory (L)			
10.7 Project (P)			
10.8 Practical works (P)			
10.9 Minimum performance standard			
Making a study/project in the field of international negotiation and contracting , assuming with responsibility specific jobs according to different roles in a multidisciplinary team.			

Date
22.09.2019

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Date of approval in the Department:

26.09.2019

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Date of approval in The Council of the Faculty of Economic Sciences:
30/09/2019

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¹ State the contact information (telephone, e-mail, web page, etc) of the academic institution beneficiary of the *Syllabus*

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