

ECON20010 TDM International Negotiation

Credit Points:	12.50
Level:	2 (Undergraduate)
Dates & Locations:	2010, Parkville This subject commences in the following study period/s: January, Parkville - Taught on campus. Online
Time Commitment:	Contact Hours: Online classes from September to December through Tecnologico de Monterrey, Mexico. This subject is only available online. Total Time Commitment: Not available
Prerequisites:	Admission to the Global Issues Program and timely enrolment at Tec before the quota is filled.
Corequisites:	Nil
Recommended Background Knowledge:	Admission into the Global Issues program
Non Allowed Subjects:	Nil
Core Participation Requirements:	For the purposes of considering requests for Reasonable Adjustments under the Disability Standards for Education (Cwth 2005), and Students Experiencing Academic Disadvantage Policy, academic requirements for this course are articulated in the Course Description, Course Objectives and Generic Skills of this entry. The University is dedicated to provide support to those with special requirements. Further details on the disability support scheme can be found at the Disability Liaison Unit website: http://www.services.unimelb.edu.au/disability/
Contact:	U21 International Programs Coordinator Melbourne Global Mobility Room 120, Level 1, Old Geology Building Email: u21-gip@unimelb.edu.au Phone: +61 3 8344 6104
Subject Overview:	This course has been designed primarily to address the basic issues encountered by business leaders, specially, business negotiators, like for example, how to manage cross-cultural problems and opportunities in international business environment. It is commonly understood that businesses start and grow by virtue of successful negotiations and developing long term relationship between two, three or more parties involved directly or indirectly in business deals. And at the same time business relationship may collapse because of an ineffective negotiating approach. Effective negotiating approaches and skills can be developed not only by understanding of theoretical and standard negotiating styles and techniques but also a comprehensive understanding of approaches, behavior and criteria associated with negotiating in different societies of the world is an essential one. In fact, people hailing from different societies have different perceptions of life, conflicting objectives and interest and different ways of communicating and expressing ideas. There might be some common factors and aspects among societies but in general, variations are found to be enormous in the world across societies. And this fact of societal variation may lead us towards an understanding and applying of first of all, the basic cultural differences, cross-cultural management techniques and then the skills, techniques, and preparations applied while living, communicating and negotiating in different countries
Objectives:	<ul style="list-style-type: none"> * Analyse the impacts of differences in cultures on negotiating styles, strategies and behaviour. * Teach about Alternative Dispute Resolution Model * Show how to do basic business negotiation research
Assessment:	Ten quizzes (20%). Six Case based assignments (15%). Mid-term Exam (15%). Final Exam (15%). Final project (12%). 3 Group discussions (9%). 2 Peer and Self evaluations (14%).
Prescribed Texts:	Lewicki, R. Barry, B. and Saunders, D. "Negotiation, reading, exercises and cases", Mc Graw Hill International Edition, Fifth Edition 2007

Recommended Texts:	Managing Cultural Differences. Harris, Philip R. and Moran, Robert T. Elsevier Butterworth-Heinemann, Sixth edition, 2004 Dynamics of Successful International Business Negotiations. Moran, Robert T. and Stripp, William G.. Gulf Publishing, 1991.
Breadth Options:	This subject is not available as a breadth subject.
Fees Information:	Subject EFTSL, Level, Discipline & Census Date, http://enrolment.unimelb.edu.au/fees
Generic Skills:	Develop skills to negotiate successfully business contracts across cultures Be able to manage and resolve business disputes through direct and mediated negotiations Understand the importance of cross cultural communication in negotiation Be able to use information technology in negotiation Understand ethical issues concerning negotiation
Links to further information:	http://www.mobility.unimelb.edu.au/outgoing/u21/global-issues-program/
Notes:	This subject is quota restricted and places are allocated as applications are received at Tecnologico de Monterrey.
Related Course(s):	U21 Certificate in Global Issues U21 Diploma in Global Issues