

ECON20010 TDM International Negotiation

Credit Points:	12.50
Level:	2 (Undergraduate)
Dates & Locations:	2012, Parkville This subject commences in the following study period/s: January, Parkville - Taught on campus. August, Parkville - Taught on campus. Online
Time Commitment:	Contact Hours: Online classes from January to May and September to November through Tecnologico de Monterrey, Mexico. This subject is only available online. Total Time Commitment: Not available
Prerequisites:	Admission into the D-GLOBISS Diploma in Global Issues or 777CC Certificate in Global Issues.
Corequisites:	None
Recommended Background Knowledge:	None
Non Allowed Subjects:	None
Core Participation Requirements:	For the purposes of considering request for Reasonable Adjustments under the disability Standards for Education (Cwth 2005), and Students Experiencing Academic Disadvantage Policy, academic requirements for this subject are articulated in the Subject Description, Subject Objectives, Generic Skills and Assessment Requirements 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 Level 1, Old Geology Building Email: u21-gip@unimelb.edu.au (mailto:u21-gip@unimelb.edu.au) Phone: +61 3 8344 3849
Subject Overview:	In the ever-changing environment of global business, firms start and grow by virtue of successful negotiations about deals and contracts between the parties involved. In business, such relationships may break down because of ineffective negotiating behaviour. Such breakdowns may also happen because of misunderstandings and incorrect perceptions of the other party's positions and interests. In this course, students will learn multinational business negotiating skills and strategies to help them avoid such relationship breakdowns. Specifically, students will acquire knowledge of the concepts, processes, strategies, and ethical issues related to negotiation as well as appropriate conduct in multicultural business contexts.
Objectives:	<ol style="list-style-type: none"> 1 Understand the impact of cultural differences negotiating styles, strategies and behaviour. 2 Develop skills to negotiate successful business contracts across cultures. 3 Be able to manage and resolve business disputes through direct and mediated negotiations. 4 Learn about the Alternative Dispute Resolution Model. 5 Understand the importance of cross cultural communication in negotiation. 6 Be able to use information technology in negotiation. 7 Understand the ethical issues concerning negotiation. 8 Basic business negotiation research.
Assessment:	Quizzes, mid-term and final comprehensive exams, group based case analyses and discussions, report writing assignments, final research project on cross cultural negotiation.
Prescribed Texts:	Lewicki, Roy J. Barry, Bruce and Saunders. "Negotiation", McGraw-Hill International Edition, Sixth Edition 2010

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/outbound/u21/gip/index.html
Related Course(s):	U21 Certificate in Global Issues U21 Diploma in Global Issues