

## Vesalius College

### Course description

**Course title:** International Business Negotiations: Theory and Practice

**Course code:** BUS 302E

**Teacher responsible:** Bruno de Vuyst

**Course description:**

Students are introduced to the theory and practice of business negotiations, and will obtain a capacity to analyze negotiating situations, to deal with issues arising from such situations in a rational way, and to undertake and conclude complex project-oriented international business negotiations.

**Course objectives:**

To introduce students to some basic concepts of the theory of negotiations as well as to the practice therein, the latter through two extended hands-on simulated negotiations.

**Grade weighting scheme:**

Class participation, in-class written reports and presentations are the measures and milestones for grading. 10% (maximum allowed) class participation; 90 % in-class reports and presentations

**Used course material (handbooks, readers, readings, newspapers, magazines) and references:**

BAZERMAN, M.H., and NEALE, M.A., Negotiating rationally, The Free Press, Macmillan Inc. New York, 1993.

Max Bazerman is the J.J. Gerber Distinguished professor of Dispute Resolution and Organization and Margaret Neale is the H.L. and Helen Kellogg Distinguished Professor of Dispute Resolution and Organization at the J.J. Kellogg Graduate School of Management at Northwestern University.

DE VUYST, B., Casebook on the theory and practice of international business negotiations, V.U.B. Brussels, 2004