

Course title: Business Negotiation			
Lecturer: Aleksandar Grubor			
Course status: Required, Second Semester			
ECTS: 7			
Requirements: none			
Course aim: The study of procedures, techniques and skills for closing international business deals, running international businesses and reducing the deficiencies and misunderstandings in business arrangements.			
Course outcome Training the students for independent closing, leading and modifying of business deals in the modern negotiating environment.			
Course content <i>Theory classes</i> Negotiating on the global market, contracts and business relations, seven steps of preparation of the international business contracts, seven principles of closing international deals, seven obstacles, negotiating environment, culture, ideology, foreign companies and bureaucracy, foreign government, laws, currency, unstable circumstances, challenges in running a business, methods and skills in international business operations, work stress, post-negotiations in closed deals, mediation in improving business relations and diplomatic skills. <i>Practice classes</i> Case studies in relation to procedures and techniques in closing international business deals, running international businesses and minimizing flaws and misunderstandings in closed deals.			
Recommended Literature: 1. Jeswald W. Salacuse: <i>The Global Negotiator</i> , St Martins Pr, Hardcover, 2003.			
Number of active teaching classes:	Lectures: 3	Study research: 3	
Teaching methods: Frontal teaching, case studies, discussions, multi-media communication			
Knowledge assessment			
Pre-exam	points	Final exam	points
In-class activity	5	Written exam	35
Practice classes	10	Oral exam	<i>by appointment only</i>
Mid-term tests	3 x 15	
seminars	5		