

Study programme: Security studies			
Course title: Business negotiation			
Lecturer: Aleksandar Andrejević/Tijana Đurković Marić			
Course status: Elective			
ECTS: 9			
Requirement: None			
Course aims Study of procedures, methods, techniques and skills in concluding international business arrangements, conducting international affairs and eliminating deficiencies and misunderstandings in concluded international business arrangements.			
Course outcome Training students for self-assembling, managing and adjusting business arrangements in modern business negotiation.			
Course content <i>Theory classes</i> Negotiation in the modern world market, contracts and business relations, seven steps of preparing for international affairs, seven principles for international business, seven specific obstacles to international affairs, negotiation environment, cultures, ideologies, foreign companies and bureaucracy, foreign authorities and law, foreign currency, instability and sudden changes in circumstances, challenges in conducting business, methods, techniques and skills in international business, business stress, subsequent negotiation of existing business agreements, mediation in the improvement of business relations and the ability of diplomatic business. <i>Practice classes</i> Case studies related to procedures, methods and techniques in concluding international business arrangements, conducting international affairs and eliminating bureaucratic and misunderstandings in concluded international business arrangements.			
Literature 1. Jeswald W. Salacuse: Svetski pregovarač (prevod) Fakultet za ekonomiju, finansije i administraciju, Univerzitet Singidunum, Beograd, 2006. 2. Richard Lueche: Best Practice Workplace Negotiations, American Management Association, 2010.			
Number of active teaching classes: 6		Theory classes: 3	Practice classes: 3
Teaching methods Frontal teaching, case studies, discussions, multi-media communication.			
Knowledge assessment (max 100 points)			
Pre-exam tasks	Points	Final exam	Points
In-class activity	5	Written exam	
Practice classes	10	Oral exam	35
Mid-term tests	3 x 15	
Seminar papers	5		
The above listed knowledge assessment means are just a few among different options (written exam, oral exam, project presentation, seminar papers etc)			
* Maximum one page A4 in length			