



Course syllabus

Academic year 2023-2024

1. Information about the program

1.1 Higher Education Institution	Babeș-Bolyai University
1.2 Faculty	European Studies
1.3 Department	European Studies and Governance
1.4 Field of study	International Relations and European Studies
1.5 Study level	Master
1.6 Programme of study/ Qualification	International Communication

2. Information about the discipline

2.1 Title	Negotiations and Intercultural Relations						
2.2 Course holder	Professor Ph.D. Gabriela Ciot						
2.3 Seminar holder	Professor Ph.D. Gabriela Ciot						
2.4 Year of study	1	2.5 Semester	1	2.6. Type of assessment ¹	E	2.7 Type of module ²	OB

3. Total estimated time (teaching hours per semester)

3.1 No. of hours per week	2	3.2 of which for course	1	3.3 of which for seminar	1
3.4 Total no. of hours in the curriculum	28	3.5 of which for course	14	3.6 of which for seminar	14
Time distribution:					Hours
Study by using handbook, reader, bibliography and course notes					20
Additional library/specialised online research, field research					20
Preparation of seminars/laboratories, homework, projects, portfolios and essays					10
Tutoring					10
Examinations					4
Other activities:					
3.7 Total no. of hours for individual study			64		
3.8 Total no. of hours per semester			175		
3.9 No. of ETCS credit points			6		

4. Prerequisites (where applicable)

4.1 of curriculum	❖ It is not the case
4.2 of competencies	❖ It is not the case

5. Conditions (where applicable)

5.1 For the development of the course	❖ Classroom, projector
5.2 For the development of the seminar/laboratory	❖ Seminar room, projector

¹ E - exam, ME - multi-term examinations, C - collocutional examination/assessment test

² OB - core module, OP - elective module, F - extracurricular module



6. Specific skills acquired

Professional skills	<ul style="list-style-type: none"> ❖ C5.1 Identify the content and operation of processes for cross-cultural negotiation; ❖ C5.2 Correlation methods of negotiating cultural specificity local, regional or national; ❖ C5.3 Methods of negotiation under risk and uncertainty decision; ❖ C5.4 Formulation and application of specific criteria to determine the appropriateness of decision in the negotiation; ❖ C5.5 Develop a coherent and integrated negotiated plan.
Interdisciplinary skills	<ul style="list-style-type: none"> ❖ CT 2 Coordinates the implementation of a project team to assume leadership specific roles; ❖ CT 3 Creating a development plan through training, through the efficient and selective sources and communication resources and continuing education (library, internet, databases, online courses, etc.).

7. Course objectives (based on list of acquired skills)

7.1 General objective	<ul style="list-style-type: none"> ❖ Enriching knowledge of international negotiation process (theoretically and practically).
7.2 Specific objectives	<ul style="list-style-type: none"> ❖ Skills training to use various negotiation techniques; ❖ Developing communication skills in international negotiations; ❖ Identify the type of negotiation according to the specific cultural negotiation partner.

8. Contents

8.1 Course	Teaching methods	Observations
1. Conceptualizing the process of negotiating and the architecture of international negotiations	Academic lectures, collective dialogue	Meerts, Paul, <i>Workbook on International Negotiations</i> , Netherlands Institute of International Relations “Cligendale”, 2013.
2. Diplomatic negotiations - characteristics and development	Academic lectures, collective dialogue	Kremenyuk, V. A., <i>International Negotiation</i> . San Francisco: Jossey –Bass Publishers, 2001.
3. International business negotiations	Academic lectures, collective dialogue	*** <i>Negotiating in business: Winning negotiations that preserves relationship</i> , Harvard Business School Press, 2004.
4. Cultural aspects of international negotiations	Academic lectures, collective dialogue	Cohen, R. <i>Negotiating across cultures: communication obstacle in international diplomacy</i> , Washington DC United



		States Institute of Peace, 1991; Curtin, P. A. Gaither, T. K. <i>International Public Relations: Negotiating Culture, Identity, and Power</i> , Thousand Oaks Sage Publications, 2007; Knudsen, O. E., (ed), <i>Cultural Barriers, Cultural Bridges: Experience and Evidence from Diplomacy and Politics</i> , Stockholm Swedish Institute of International Affairs, 2005.
5. Cognitive, emotional and communication factors in international negotiations	Academic lectures, collective dialogue	Knudsen, O. E., (ed), <i>Cultural Barriers, Cultural Bridges: Experience and Evidence from Diplomacy and Politics</i> , Stockholm Swedish Institute of International Affairs 2005;
6. International crisis negotiation	Academic lectures, collective dialogue	Lewicki, Roy, Sauders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i> , Mc Graw-Hill Higher Education, 2003, p. 435-478.

Bibliography:

Compulsory bibliography

1. Cohen, R.: *Negotiating Across Cultures*. Washington D. C: United States Institute of Peace Press, 1997.
2. Kremenyuk, V. A.: *International Negotiation*. San Fransisco: Jossey –Bass Publishers, 2001.
3. Meerts, Paul, *Workbook on International Negotiations*, Netherlands Institute of International Relations “Cligendale”, 2013.

Optional bibliography

1. *** *Negotiating in business: Winning negotiations that preserves relationship*, Harvard Business School Press, 2004.
2. Hamilton, K. & R. Langhorne, *The practice of diplomacy*, London: Routledge, 1995, 2nd ed. 2010.
3. Lewicki, Roy, Sauders, David, Minton, John, Barry, Bruce, *Negotiations: readings, exercises and cases*, Mc Graw-Hill Higher Education, 2003.
4. Knudsen, O. E., (ed), *Cultural Barriers, Cultural Bridges: Experience and Evidence from Diplomacy and Politics*, Stockholm Swedish Institute of International Affairs 2005.
5. Pigman, G. *Contemporary diplomacy*, Portsmouth: Wiley, 2010.

8.2 Seminar/Laboratory	Teaching methods	Observations
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1. Studying the behavior of negotiators	Case Analysis	The Negotiator Movie Bridge of spies, etc.
2. International diplomatic multilateral negotiations	Study case	Lewicki, Roy, Sauders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i> , Mc Graw-Hill Higher Education, 2003, p. 582
3. International diplomatic bilateral negotiations	Study case	Lewicki, Roy, Sauders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i> , Mc Graw-Hill Higher Education, 2003, p. 582
4. International business negotiations	Study case	Lewicki, Roy, Sauders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i> , Mc Graw-Hill Higher Education, 2003, p. 534
5. International social negotiations	Study case	Lewicki, Roy, Sauders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i> , Mc Graw-Hill Higher Education, 2003, p. 522
6. International crisis negotiations	Study case	PON, <i>What is a crisis negotiation?</i> , PON, 2022, https://www.pon.harvard.edu/tag/crisis-negotiation/ PON, <i>Advanced Negotiation Strategies and Concepts: Hostage Negotiation Tips for Business Negotiators</i> , 2009, https://www.pon.harvard.edu/daily/conflict-



		resolution/hostage-negotiation-tips-for-business-negotiators/ PON, 2020, <i>A Crisis Negotiations Case Study: Chen Guangcheng, the United States, China, and Diplomatic Negotiations</i> , https://www.pon.harvard.edu/daily/international-negotiation-daily/learning-from-international-negotiations-the-chen-guangcheng-crisis/ .
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Bibliography:

1. Lewicki, Roy, Saunders, David, Minton, John, Barry, Bruce, *Negotiations: readings, exercises and cases*, McGraw-Hill Higher Education, 2003;
2. Pușcaș, Vasile, *EU Accession Negotiations (A Handbook)*, Wien: Hulla&Co Human Dynamics, 2013, www.renanetwork.org/documents/wgroups/EU%20Accession%20Negotiations%20_Handbook.rar.

9. The correspondence between the content of the course and the expectations of the academic community, professional associations and representative employers in the field:

After this course, students will have a successful career in international relations and diplomacy, with the skills necessary to conduct the activities of non-governmental organizations, ministries, embassies and government

10. Assessment

Type of activity	10.1 Assessment criteria	10.2 Assessment methods	10.3 Percentage of the final grade
10.4 Course	participation in the course, studying the bibliography	Continuing and final oral evaluation	50%
10.5 Seminar/ Laboratory	participation in the seminar, study case presentation for an international negotiation (written paper of 8-10 pages)	Essay and study-cases presentation	50%
			<i>Ex officio</i> : 1 point
10.6 Minimum standard of performance			



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For grade 5: Describing a specific cultural style of negotiation.	For grade 10: Preparing a study case, describing an intercultural negotiation (diplomatic or commercial).
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Date

Course holder signature

Seminar holder signature

...21.09.2023.....

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Date of departmental approval

Head of department signature

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