

AMITY GLOBAL INSTITUTE

MODULE SYLLABUS

Course	Post Graduate Diploma in Management
Module Title	International Business
Module Syllabus No. (if any)	NIL
Year Offered	2018
Start-Date	February 2018 / September 2018
End-Date	January 2019 / August 2019
Syllabus / Content / Learning Outcomes	<p>On successful completion of the module students will be able to:</p> <p>Knowledge and Understanding</p> <ol style="list-style-type: none"> a) Understand and apply the principles and techniques of ethical negotiation and distributive justice; b) Critically apply the theories of negotiation, signaling, argumentation and real options; c) Demonstrate a critical understanding of how negotiation style and practice varies across cultures and contexts. <p>Subject Specific</p> <ol style="list-style-type: none"> d) Identify and be able to selectively apply the key negotiation styles, ploys and techniques; e) Understand and apply the principles of argumentation to different and contrasting negotiation situations; f) To critically analyse negotiation standpoints, styles and situations using game and signaling theories (including the prisoner's dilemma) <p>Key Skills</p> <ol style="list-style-type: none"> g) To plan negotiation strategies appropriate to a variety of business situations by analysing and synthesising relevant data sources; h) Construct and communicate effective and ethical negotiation plans and strategies in cross-cultural business situations; i) Develop a level of self awareness with regard to personal negotiation position and style.
No. of Teaching Hours	Workshops x 14 = 42 Discussion forums and group negotiation games=88 Private directed study = 20 Assessments (included with independent study hours) = 50 Total = 200
Teaching Methods	Lectures, tutorials, case-studies analysis, research journals and group discussion.
Assessment Methods and Weightages	Critical essay (2,500 words) – 50% Case Analysis (2,500 words)- 50%
Skills for Maximising Learning Outcomes	Reading and research
Dates of Examinations, Major Assessments and Assignments	TBA
Recommended Text	Pervez N. Ghauri, Jean-Claude Usunier - International Business Negotiations Emerald Group Publishing, 2003
Additional Reference Texts (if any)	NIL.
Additional Remarks (if any)	NIL

Note: All Information provided to Amity will be kept strictly confidential except for those required under statutory requirements and by government authorities and relevant university partners and accreditation bodies as part of the regulatory or course requirements.

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Lesson No.	Learning Outcome
1	<ul style="list-style-type: none">• What is negotiation? Distributive bargaining + Tradables
2	<ul style="list-style-type: none">• Three elements of negotiation
3	<ul style="list-style-type: none">• Negotiation planning; Rationality
4	<ul style="list-style-type: none">• Game theory and the Prisoner's Dilemma
5	<ul style="list-style-type: none">• Renegotiation + Negotiations; Negotiation simulation review
6	<ul style="list-style-type: none">• Concept review; How to identify your BATNA
7	<ul style="list-style-type: none">• Negotiation simulation review; Distributive Justice
8	<ul style="list-style-type: none">• Signalling; Protocol
9	<ul style="list-style-type: none">• Hofstede's Cultural Dimensions; FIJI vs Fiji case study
10	<ul style="list-style-type: none">• Identify current events related to Negotiations

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