

AMITY GLOBAL INSTITUTE

MODULE SYLLABUS

Course	Master of Business Administration (University of Northampton)
Module Title	International Business Negotiation
Module Syllabus No. (if any)	STRM060
Content	What is negotiation? Distributive bargaining + Tradeable Three elements of negotiation. Negotiation planning Rationality. Game theory and the Prisoner's Dilemma Renegotiation + Negotiations. Negotiation simulation review. Concept review How to identify your BATNA. Negotiation simulation review. Distributive Justice Signalling Protocol Hofstede's Cultural Dimensions. FIJI vs Fiji case study. Identify current events related to Negotiation
No. of Teaching Hours	30
Teaching Methods	Lectures, tutorials, case-studies analysis, research journals and group discussion
Assessment Methods and Weightages	AS1 - Critical Essay (2,500 words) - 50% AS2 - Case Analysis (2,500 words) - 50%
Skills for Maximising Learning Outcomes	Reading and Research
Dates of Examinations, Major Assessments and Assignments	Please refer NILE at: https://nile.northampton.ac.uk
Recommended Text	Lourie J. Mullins, Gill Christy (2013) Management & Organisational Behaviour, 10E, Pearson
Additional Reference Texts (if any)	-
Additional Remarks (if any)	

No.	Learning Outcomes/Aims
1	Understand and apply the principles and techniques of ethical negotiation and distributive justice.
2	Critically apply the theories of negotiation, signalling, argumentation, and real options.
3	Demonstrate a critical understanding of how negotiation style and practice varies across cultures and contexts.
4	Identify and able to selectively apply the key negotiation styles, ploys and techniques.
5	Understand and apply the principles of argumentation to different and contrasting negotiation situations.
6	To critically analyse negotiation standpoints, styles and situations using game and signalling theories (including the prisoner's dilemma).
7	To plan negotiation strategies appropriate to a variety of business situations by analysing and synthesizing relevant data sources.
8	Construct and communicate effective and ethical negotiation plans and strategies in cross-cultural business situations; Develop a level of self-awareness with regards to personal negotiation position and style.

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.