

**Course Description****GEB3358 | International Negotiations and Transactions | 3.00 credits**

This course presents business negotiations in selected regions of the world. Students will learn the skills of negotiation by analyzing international business cases and developing solutions to situations. Topics include overseas market research using both domestic and international sources and the application of theoretical and practical business knowledge to foreign situations and trade negotiations. The importance of culture, language, and values in international negotiations is emphasized. Prerequisites: MAN2021 and TRA1154.

**Course Competencies:**

**Competency 1:** The student will be able to explain how international and cross-cultural negotiations differ from domestic or same-cultural negotiation by:

1. Examining the impact that religious, cultural, and ethical systems have on business transactions
2. Applying Hofstede's model of cultural dimensions
3. Analyzing case studies regarding international business negotiations and recommending alternative actions.

**Competency 2:** The student will be able to describe universal negotiation characteristics by:

1. Evaluating the decision-making structure of the other party
2. Assessing the other party's values and how to address those potentials
3. Assessing the importance of the pre-negotiation process and the communication process required for successful transactions
4. Evaluating and applying strategies used in negotiations

**Competency 3:** The student will be able to describe major differences in values, organizational structure, and cultural/social issues relative to international trade among U.S. trading partners by:

1. Examining the symbolic differences (gestures, gifts, negotiation procedures, etc.) in a negotiation and how to address them appropriately
2. Evaluating basic economic, social, and political issues impacting negotiations and transactions
3. Illustrating how the role of the World Wide Web and technology influences the access to data needed for bargaining among regions
4. Assessing which strategies would be most appropriate for achieving cross-cultural understanding in each region

**Competency 4:** The student will be able to present the importance of exchange policy and exchange market in the current context of globalization by:

1. Analyzing exchange rates
2. Applying the theory of exchange rate determination
3. Examining the measurement and management of foreign exchange and
4. Examining the structure and evolution of the international monetary system
5. Analyzing international sources of capital

**Learning Outcomes:**

- Solve problems using critical and creative thinking and scientific reasoning
- Demonstrate knowledge of ethical thinking and its application to issues in society