COURSE INTERCULTURAL NEGOTIATION
CODE NI0223
SEMESTER 2005-1
INTENSITY 48 hours
CREDITS 3

CONTENTS

DETAIL TITLE
The purpose of this course is to address key issues in international negotiations: contexts, actors and approaches; explore the dimensions and levels when planning international negotiations and focus particular attention on the impact of international relations, international business and trade law and policy when analyzing the matter in which negotiations are held. Contents include: context and scenarios, historical background, the Starky Model, planning negotiations and strategies, the Two Level Game and Green Negotiations.