

Educational Institution: KAUNO KOLEGIJA, University of Applied Sciences
Study programme: Accounting and Finance, Applied Communication, Culture and Leisure,
International Business, Logistics, International Law, Office Administration, Sales and Marketing,
Sports Management, Wellness and SPA Management

NEGOTIATION MANAGEMENT

Study subject code: 024378

Abstract: The aim of the study subject is to apply negotiation skills in the professional field based on the theoretical knowledge and practical skills. To improve cooperation skills, to develop communicative and intercultural competence, to understand intercultural differences in negotiation, to use the main strategies at every stage of negotiations, to apply the principles of harmonious verbal, non-verbal and written communication in the negotiations.

2. Volume in credits and hours:

Volume in credits	Lectures	Practical work, (classes, seminars) hours	Tutorials, hours	Self-study, hours	Total hours	Assessment
3	8	16	4	52	80	Case analysis (project)

3. Study subject topics:

No	Course content: the topics	Contact work hours			Self-study	Total hours of academic load
		Lectures	Practical work (classes and seminars)	Tutorials		
1	Business communication. First Image. Business Image	1	2		2	5
2	Negotiating strategies and the application of their contexts.	1	1		2	4
3	The concept of negotiations. Scenarios.	1	2		4	7
4	The goals of negotiations. Negotiation positions.	1	1		2	4
5	The content of negotiations: interests: interests, criteria, decision.	1	2		2	5
6	Negotiation Psychology. The negotiators' roles.	1	2		2	5
7	The emotional preparation of a negotiator for different scenarios.	1	2		2	5
8	The price negotiations.	1	2		2	5
9	The preparation for negotiations and implementation of their results.		2		4	6
	Case analysis (project)			4	30	34
	Total:	8	16	4	52	80

4. Topics of practical-laboratory work:

1. Identification of Negotiating Scenarios and Negotiation According to the Chosen Scenario

Educational Institution: KAUNO KOLEGIJA, University of Applied Sciences
Study programme: Accounting and Finance, Applied Communication, Culture and Leisure, International Business, Logistics, International Law, Office Administration, Sales and Marketing, Sports Management, Wellness and SPA Management

2. Creation of Relationships Based on Respect and Trust during Negotiations
3. Evaluation of Negotiation position. Strategy Preparation According to the Available Positions
4. Negotiation Psychology: Emotions during Negotiations, Empathy, Opponent's Goal Reformulation
5. Negotiations for Price. Overcoming of Negotiating Objections

5. Self-study assignment: Case analysis (project) "An analysis of negotiation process in organization 'X'"

6. Assessment system of the learning achievements – summative assessment:

Assessment criteria			
Mid-semester tests		Case analysis (project)	
%	Grade/points	%	Grade/points
50	5.0	50	5.0
Total: 100% = 10 points (final grade)			

7. Language of instruction: English

Lecturer coordinating the subject

Aušra Liorančaitė-Šukienė