

Направление подготовки: «Международные отношения»

МОП: 41.04.05. «Contemporary Diplomacy and International Affairs»

Дисциплина: Б1.О.02. «The Art of Negotiation and Deal-making»

Аннотация

Трудоемкость: 6 ECTS, 216 академических часов

Форма итогового контроля: экзамен

Краткое содержание. The course «The Art of Negotiation and Deal-making» has the goal: formation of

communicative competence in situations of negotiation, which is

an integral part of the professional development of an IR specialist.

Relationship to other specialty disciplines. The discipline is closely related to disciplines such as “Psychology of decision-making”, “Diplomacy, Public and Media Relations, Donor Relations” and etc.

Requirements for the initial level of knowledge and skills of students. Student must be able to make contact to obtain information, identify and stop opponents' manipulation, plan negotiations and prepare a negotiating team.