

**UČNI NAČRT PREDMETA / COURSE SYLLABUS**

**Predmet:** Pogajanja v medkulturnem okolju  
**Course title:** Intercultural Negotiations

Študijski program in stopnja Study programme and level	Študijska smer Study field	Letnik Academic year	Semester Semester
Intercultural Business Communication	/	1.	1.
2 <sup>nd</sup> level, postgraduate, Master Degree	/	1 <sup>st</sup>	1 <sup>st</sup>

**Vrsta predmeta / Course type**

obligatory

**Univerzitetna koda predmeta / University course code:**

IBC08

Predavanja Lectures	Seminar Seminar	Sem. vaje Tutorial	Lab. vaje Laboratory work	Teren. vaje Field work	Samost. delo Indiv. work	ECTS
30					170	8

**Nosilec predmeta / Lecturer:**

Prof Lidija Nikocec  
Prof. Augusto Sebastio

**Jeziki /  
Languages:**

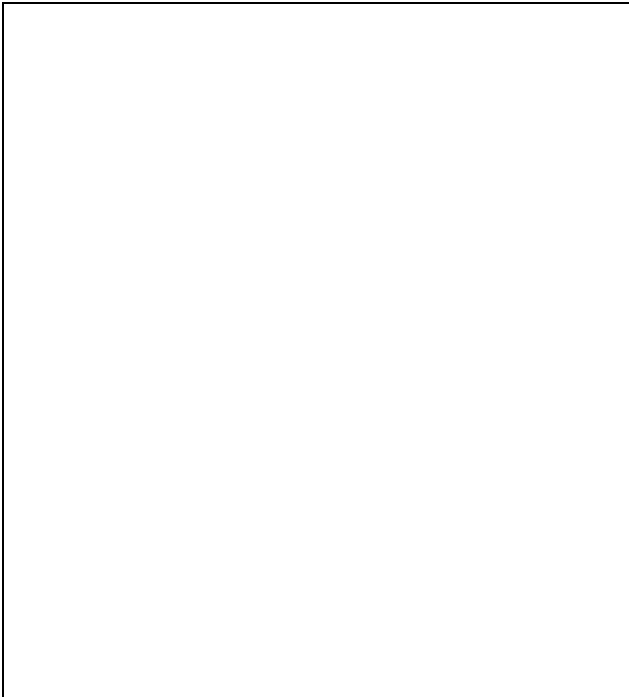
**Predavanja /  
Lectures:** English  
**Vaje / Tutorial:** English

**Pogoji za vključitev v delo oz. za opravljanje študijskih obveznosti:**

**Prerequisites:**

Undergraduate knowledge from communication, international communication, economic, business and management studies, capability to deepen and upgrade the knowledge on intercultural negotiations, capability for international and intercultural negotiations, research and taking operational and strategic decisions in international business environment, with emphasis on intercultural negotiations capabilities

**Vsebina:**



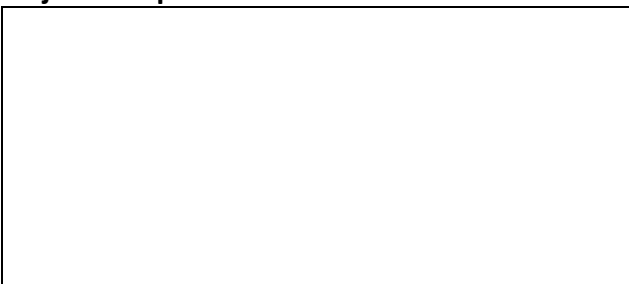
**Content (Syllabus outline):**

- Introduction to global and international environment and development trends
- Meaning and importance of intercultural negotiations in global and international environment
- Various approaches to intercultural negotiations in international environment
- BATNA model and its implications in intercultural negotiations in international environment
- Intercultural negotiations - strengths, weaknesses, opportunities, threats, how to take and use the utmost possibilities in international environment
- Intercultural negotiations and international business communication – role, impact, practical implementations, strategic developments and trends

**Temeljni literatura in viri / Reading material:**

- International Dimensions of Organizational Behaviour Adler Nancy J. 2008 5<sup>th</sup> Ed- South-Western Thomson Learning
- Ethnic Identity, National Identity and Intergroup conflict. The Significance of Personal Experiences. In Ashmore, Jussim, Wilder (eds): Social identity, intergroup conflict, and conflict reduction, Thomas H. Eriksen pp 42-70- 2001 Oxford University Press
- International management : managing cultural diversity / 2nd Ed. Frenchs Forest, N.S.W. : Pearson Australia, 2012 Helen Deresky, Elizabeth Christopher.
- Intercultural Negotiation. A guide to prepare conducting and closing an international negotiation M Wilbaut 2010, UK
- The International Negotiations Handbook, 2007. PILPG and Baker & McKenzie, Chicago: PILPG and Baker & McKenzie
- all other sources with intercultural negotiations content – papers, articles, internet sources, magazines, other relevant publications

**Cilji in kompetence:**



**Objectives and competencies:**

- Main Objectives and competencies indicated Below:
- How do cultural differences affect organizations
  - Communicating across cultures
  - Multicultural teams
  - Negotiating globally

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- The cultural environment of international business;
- The impact of cultural values on managerial behaviour;
- The need to adapt one's own managerial style to each culture;
- How to lead, motivate, and communicate in other cultures;
- How to plan, organize, and staff in foreign operations;
- to understand and acquaint the role and importance of intercultural negotiations in international communication and international business environment
  
- to recognize the strategic importance of intercultural negotiations in international environment and business activities and practices
  
- to get and acquaint relevant content and knowledge on intercultural negotiations and its usage in practical business performances in international environment
  
- to get and acquaint knowledge and practical experience from different intercultural negotiation practices and implementation cases
  
- to know and be able how to negotiate successfully in international business environment
  
- to be able to use and to transfer knowledge of intercultural negotiations into practice and real international business environment

**Predvideni študijski rezultati:**

**Intended learning outcomes:**

Znanje in razumevanje:

Knowledge and understanding:

After having completed the course, students will develop understanding of cultural differences and gain the skills needed to manage in a multicultural environment. They will be introduced to some common errors that emerge in business when participants are from different cultures. Topics addressed include the impact of culture on motivation and decision making; theories and how to apply them to predict and comprehend cultural-based behaviours; the effects culture has on interpersonal interactions, both internationally and domestically, such as negotiating, managing conflict, team-work, decision making, motivation and related interpersonal communication. Students will understand the meaning of communication culturally based and how cross-cultural negotiation differ from other forms of negotiation and how stereotypes are related to other forms of generalization. Students will have adequate general knowledge about intercultural environment, negotiations, knowing methods and rules of intercultural negotiations, will be able to adequately emphasize the role and importance of intercultural negotiations in international business environment, knowing how to use the knowledge acquainted in the course in the practice and real business situations and they will be able to solve problems and disputes related to intercultural negotiations in various economic practices and further development context. They will be able as well to negotiate properly in intercultural and international environment and use all acquainted knowledge in their various business and life practices and different situations in international business environment. Student will know how to manage intercultural negotiation mediated by technology and social network effect in negotiations.

**Metode poučevanja in učenja:**

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**Learning and teaching methods:**

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| <ul style="list-style-type: none"> <li>• frontal face to face teaching (classroom lectures)</li> <li>• case studies</li> <li>• seminar works (assignments)</li> <li>• field tasks excursions to companies which operate in international environment</li> <li>• E-classroom work</li> <li>• individual students' work</li> </ul> |
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Delež (v %) /

Weight (in %)

**Načini ocenjevanja:****Assessment:**

Način (pisni izpit, ustno izpraševanje, naloge, projekt)		Type (examination, oral, coursework, project):
	35	<ul style="list-style-type: none"> <li>• short text - assignments (1-3 pages)</li> <li>• activities in E-classroom</li> <li>• discussion</li> <li>• final assignment</li> </ul>
	5	
	20	
	40	

**Reference nosilca / Lecturer's references:****Professor Lidija Nikocec****Email:** [lnikocec@gmail.com](mailto:lnikocec@gmail.com)**Tel.** +385 91 5428618**1.01 Original scientific papers:**

Nikočević, L. (2021) Bell--Ringers of the Northern Adriatic: Local Croatian Tradition as World Heritage. In: Thomas A. McKean (ed.) *Regulating Customs*. Aberdeen: Elphinstone Institute, 172-185.

Nikočević, L. (2012) Ludwig Karl Moser and Istrian Ethnography (Ludwig Karl Moser i etnografija Istre). In Stanko Flego, Lidija Rupel (ed) *Ludwig Karl Moser (1845–1918) med Dunajem in Trstom / Ludwig Karl Moser (1845–1918) tra Vienna e Trieste*. Trieste, Koper: Založba ZRC, ZRC SAZU, 267-272

Nikočević, L. (2012) Culture or Heritage? The Problem of Intangibility, *Etnološka tribina* : Godišnjak Hrvatskog etnološkog društva, Vol. 42 No. 35, 57-112

**Prof Augusto Sebastio,****University of Bari, SSPL (Superior School Legal Professions)****Assistant Prof in Private Law DJSGEM Taranto, Via Giovinazzi 70, 74123 Taranto, Italy****Email:** [ausebas@tin.it](mailto:ausebas@tin.it)**Tel.:** +39 348 3746255

## 2.01 Original scientific papers:

- SEBASTIO, Augusto. *ADR ODR e Class Action*, in RDEGNT, 2006. [ISSN 1825-5906; ISBN 88901299-7-2];
- SEBASTIO, Augusto. *Internet e tutela dei minori*, in RDEGNT 2007. [ISSN 1825-5906; ISBN 88901299-8-0];
- SEBASTIO, Augusto. *Tutela dei minori in rete: profili pedagogici e normativi*, in Rivista Giuridica Ciberspazio e Diritto, Volume 11, n IV, 2010. [ISSN 1591-9544];
- SEBASTIO, Augusto. *E-commerce – customer and digital native generation protection and market opportunity*, in Conference Proceedings TIIM Conference Pattaya University of Bangkok, 2010. [ISSN 1906-7631];
- SEBASTIO, Augusto. *Social-networking a new technological language for the world and a great e-marketing possibility*, in Conference Proceedings MIC CONFERENCE 2011 Portoroz – Slovenia, 2011. [ISBN 978-961-266-112-0];
- SEBASTIO, Augusto. *E-commerce Digital Divide and Digital Native Generation Protection*, in International Journal of Innovation and Learning 8653, 2011, IJIL. [ISSN Print :1471-8197; ONLINE 1741-8089];
- SEBASTIO, Augusto. *Le Nuove identità. La titolarità e la Gestione dei dati ed il Diritto all'oblio*, in Annali della Facoltà di Giurisprudenza 2012, Cacucci Editore, Bari. [ISBN 978-88-6611-182-5];
- SEBASTIO, Augusto. *Creativity Online: Violation of Copyright and Protection of Copyleft*, in Conference Proceedings Make Learn 2012 Celje. [ISBN 9789616813-09-9; ISSN 2232-3309];
- SEBASTIO, Augusto. *Human rights and new Technology (E-democracy-social-networking and social control- Policy for the Future*, in Conference Proceedings 2012 Communication as a Measure of protection and limitation of Human Rights, Comenius University Bratislava. [ISBN 978-80-7160-345-0];
- SEBASTIO, Augusto. *Technological Language as a Common Language for Euro Mediterranean Population*, in International Journal Euromediterranean Studies, Emuni University. [ISSN 1855-3362 (printed); 2232-6022 (online)];
- SEBASTIO, Augusto. *Il Diritto all'Oblio*, in Annali Dipartimento Jonico Sistemi Giuridici ed Economici del Mediterraneo: società, ambiente, culture. Cacucci, Università degli Studi di Bari Aldo Moro, 2013. [ISBN 978-88-909569-0-4];
- SEBASTIO, Augusto. *Policy innovation for Internet future and new technologies (E-Democracy, right to be forgotten e-social-control)*, in Conference Proceedings TIIM 2014 Seoul. [ISSN 1906-7631];
- SEBASTIO, Augusto. *Online Right to be forgotten in the European Justice Evolution*, in Book of Abstracts, Conference Proceedings Make Learn 2015. [ISBN 978-961-6914-13-0 (PDF); ISSN 2232-3309];
- SEBASTIO, Augusto. *Right to be forgotten in the European Justice Evolution*, in International Journal of Management Knowledge and Learning, vol 4(issue 1), 2015, pp. 51-60. [ISSN 2232-5897].