



## Syllabus of Module

# 8. International Negotiation and Communication

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### Module Annotation

International negotiation and communication is one of the most important management skills in the field of international relations. Negotiation between entities is one of the main forms of their functioning. It is defined as a process that has predetermined phases and dynamics. Equally important is the role of the value system and the nature of the people of each culture, according to which the optimal way of negotiation and other various practices are chosen. Students will experience direct negotiations, either bilateral, multilateral or third-party negotiations and trade mediation. In current practice, negotiation and communication is seen as one of the key methods of conflict resolution and, above all, conflict prevention.

### Module Objective

The aim of the course is to introduce participants to the process and personalities of international negotiation and bargaining, to explain successful negotiation styles and to explain the mechanisms of negotiation in the EU in relation to public administration. Next, we will focus on the system of international relations and all its components, which include nation-states, international governmental and non-governmental organisations, and currently multinational corporations, as well as private entities. All of these entities have a significant impact on international relations and the environment in which individual companies operate. The international system represents an environment that has its own rules, which have been modified in recent years by the ongoing processes of

internationalisation, globalisation, regionalism and integration, not only on the European continent.

## Literature

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