

**OSTİM TECHNICAL UNIVERSITY
FACULTY OF ECONOMICS AND ADMINISTRATIVE SCIENCES**

**COURSE SYLLABUS FORM
2023-2024 FALL**

ITF 403 International Sales and Negotiation							
Course Name	Course Code	Period	Hours	Application	Laboratory	Credit	ECTS
International Sales and Negotiation	ITF 403	7	3	0	0	3	4

Language of Instruction	English
Course Status	Compulsory
Course Level	Bachelor
Learning and Teaching Techniques of the Course	Lecture, Question-Answer, Discussion, Case Studies

Course Objective
To make students explore a variety of theoretical and practical approaches to negotiation that are applicable to many different cultural contexts.
Learning Outcomes
<p>On successful completion of this course, students should be able to:</p> <ol style="list-style-type: none"> 1. Emphasize the importance of intercultural relations in the business world. 2. Discuss the impact of globalization on businesses. 3. Apply basic communication and negotiation skills. 4. Apply critical thinking skills. 5. Create the conditions whereby others are motivated to cooperate. 6. Work efficiently as group members towards a common goal. 7. Provide alternative solutions to an issue.
Course Outline
This course aims to provide students with both theoretical and practical knowledge of the subject. It is primarily designed to teach various kinds of negotiation strategies and tactics that can be applied across global markets. Overall, the course will serve to guide students through the process of intercultural negotiations.

Weekly Topics and Related Preparation Studies		
Week	Topics	Preparation Studies
1	Introduction	Thompson (2014): Chapter 1
2	Essentials of Negotiation	Thompson (2014): Chapter 2 Ghuri & Usunier (2003): Chapter 1 Lewicki, Barry, & Saunders (2015): Reading 1.4
3	Strategies and Tactics in International Business Negotiations	Thompson (2014): Chapters 3 & 4 Lewicki, Barry, & Saunders (2015): Reading 1.2
4	Strategies and Tactics in International Business Negotiations	Lewicki, Barry, & Saunders (2015): Readings 1.5, 3.1, & 7.1
5	Trust	Thompson (2014): Chapter 6
6	Conflict Management	Ghuri & Usunier (2003): Chapter 3 Lewicki, Barry, & Saunders (2015): Reading 1.8
7	Individual Differences	Thompson (2014): Chapter 7 Lewicki, Barry, & Saunders (2015): Readings 4.1 & 4.2
8	MIDTERM EXAM	
9	Cross-Cultural Negotiation in International Business	Thompson (2014): Chapter 10 Ghuri & Usunier (2003): Chapter 5 Lewicki, Barry, & Saunders (2015): Readings 5.1 & 5.2
10	Cross-Cultural Negotiation in International Business	Ghuri & Usunier (2003): Chapter 8
11	Negotiating in Different Parts of the World	Ghuri & Usunier (2003): Chapters 15 & 17 Lewicki, Barry, & Saunders (2015): Reading 5.3
12	Multiparty Negotiations	Thompson (2014): Chapter 9 Lewicki, Barry, & Saunders (2015): Readings 3.10 & 3.11
13	Challenges in International Business Negotiations	Thompson (2014): Chapters 8 & 12 Lewicki, Barry, & Saunders (2015): Reading 2.7
14	Ethics	Thompson (2014): Chapter 7 Ghuri & Usunier (2003): Chapter 18 Lewicki, Barry, & Saunders (2015): Reading 1.12
15	Overall Evaluation and Conclusion	Ghuri & Usunier (2003): Chapter 19
16	FINAL EXAM	

Textbook(s)/References/Materials:		
1. Thompson, L. (2015). <i>The Mind and Heart of the Negotiator</i> . Sixth Edition. Pearson. 2. Lewicky, R. J., Barry, B., & Saunders, D. M. (2015). <i>Negotiation: Readings, Exercises, and Cases</i> . Seventh Edition. McGraw Hill. 3. Ghauri, P. N., & Usunier, J. C. (2003). <i>International Business Negotiations</i> . Second Edition. Pergamon.		
Supplementary References:		
1. Fisher, R., Ury, W., & Patton, B. (2011). <i>Getting to Yes: Negotiating Agreement without Giving in</i> . Third Edition. Penguin Books. 2. Lewicky, R. J., Saunders, D. M., & Barry, B. (2010). <i>Essentials of Negotiation</i> . Fifth Edition. McGraw Hill.		
Assessment		
Studies	Number	Contribution margin (%)
Attendance		
Lab		
Class Participation and Performance	1	10
Field Study		
Course-Specific Internship (if any)		
Quizzes / Studio / Critical		
Homework		
Presentation		
Projects		
Report		
Seminar		
Midterm Exam/Midterm Jury	1	40
General Exam / Final Jury	1	50
	Total	100
Success Grade Contribution of Semester Studies		50
Success Grade Contribution of End of Term		50
	Total	100

ECTS / Workload Table			
Activities	Number	Duration (Hours)	Total Workload
Course hours (Including the exam week: 16 x total course hours)	16	3	48
Laboratory			
Application			
Course-Specific Internship			
Field Study			
Study Time Out of Class	16	1	16
Presentation / Seminar Preparation			
Projects			
Reports			
Homework			
Quizzes / Studio Review			
Preparation Time for Midterm Exam / Midterm Jury	1	12	12
Preparation Period for the Final Exam / General Jury	1	24	24
Total Workload/25 hours	(100/25 = 4)		
ECTS	4		

Relationship Between Course Learning Outcomes and Program Competencies						
No	Learning Outcomes	Contribution Level				
		1	2	3	4	5
LO1	Emphasize the importance of intercultural relations in the business world.					X
LO2	Discuss the impact of globalization on businesses.					X
LO3	Apply basic communication and negotiation skills.					X
LO4	Apply critical thinking skills.					X
LO5	Create the conditions whereby others are motivated to cooperate.					X
LO6	Work efficiently as group members towards a common goal.					X
LO7	Provide alternative solutions to an issue.					X

Relationship Between Course Learning Outcomes and Program Competencies									
No	Program Competencies	Learning Outcomes						Total Effect (1-5)	
		LO 1	LO 2	LO 3	LO 4	LO 5	LO6		LO7
1	Have extensive disciplinary knowledge in areas such as international trade, finance, logistics, accounting, marketing, and general management.		X		X			X	3
2	Collect, evaluate, and disseminate the most up-to-date information concerning the field of international trade.	X	X	X	X	X			5
3	Conduct market research, carry out projects, and develop strategies for an enterprise to open up to international markets.	X	X	X	X			X	5
4	Use knowledge of national and international trade laws in the management of international commercial operation processes.	X	X		X				3
5	Work independently and within an organization, using knowledge and skills acquired in the field and adopting continuous learning.		X	X		X	X		4
6	Have the ability to apply theoretical knowledge in real life through practice in departments such as international trade, finance, logistics, accounting, and marketing.			X	X		X		3
7	Have theoretical knowledge to carry out export, import, customs clearance, logistics, taxation, and other international trade activities within the scope of global and regional commercial and economic organizations.	X	X	X					3
8	Develop a business idea, commercialize the business idea, and design and manage own ventures using entrepreneurial knowledge.			X	X		X	X	4
9	Using strategic, critical, innovative, and analytical thinking skills, actively take part		X	X		X	X	X	5

	in the decision-making processes of an enterprise in the field of foreign trade and finance.								
10	Act in accordance with social and ethical values and respectful to the environment in all activities.	X	X			X			3
11	Have the skills to follow the most up-to-date information at national and international levels and to communicate with international institutions/organizations in English.	X	X	X		X	X		5
12	Gain professional competencies to take charge in national and international businesses, and public and private sector organizations.	X	X					X	3
13	Evaluate the problems and conflicts encountered in all areas related to international trade from different perspectives with a holistic approach and produce value-based solutions.	X			X	X		X	4
Total Effect									50

Policies and Procedures

Web page: <https://www.ostimteknik.edu.tr/uluslararasi-ticaret-ve-finansman-bolumu-209>

<https://www.ostimteknik.edu.tr/international-trade-and-finance-232>

Exams: The exams aim at assessing various dimensions of learning: knowledge of concepts and theories and the ability to apply this knowledge to real-world phenomena, through analyzing the situation, distinguishing problems, and suggesting solutions. The written exams can be of two types, i.e. open-ended questions, which can also be in the form of problems or multiple-choice questions. The case could also be carried to the Dean's Office for additional disciplinary action.

Assignments: Quizzes and Homework (Assignments) might be applicable. Scientific Research Ethics Rules are very important while preparing assignments. The students should be careful about citing any material used from outside sources and reference them appropriately.

Missed exams: Any student missing an exam needs to bring an official medical report to be able to take a make-up exam. The medical report must be from a state hospital.

Projects: Not applicable

Attendance: Attendance requirements are announced at the beginning of the term. Students are usually expected to attend at least 70% of the classes during each term.

Objections: If the student observes a material error in his/her grade, he/she has the right to place an objection to the Faculty or the Department. The claim is examined and the student is notified about its outcome.