1. BASIC INFORMATION

Course	Workshop of International Negotiations
Degree program	Global Bachelor's Degree In International Relations
School	School of Social Sciences
Year	Fourth Year
ECTS	6 ECTS
Credit type	Compulsory
Language(s)	English
Delivery mode	Face-to-face
Semester	First Semester
Academic year	2025/2026
Coordinating professor	Phd. Frédéric Mertens de Wilmars

2. PRESENTATION

The negotiations are habitual processes in the managerial context and international relations, but when we need to take contact with a culture different from ours in an international negotiation, the situation is complex.

On many occasions, the cultural confrontation is the reason of the failure of the strategies of internationalization. For this reason, it is essential to know the variables that concern the international and intercultural negotiation and to know how to carry them.

3. COMPETENCIES AND LEARNING OUTCOMES

Core competencies:

- CB1– Students must demonstrate to possess and understand knowledge in an area of study that starts from the base of general secondary education, and is usually found at a level that, although supported by advanced textbooks, also includes some aspects that imply knowledge coming from the vanguard of her/his field of study.
- CB2 - Students must know how to apply their knowledge to their work or vocation in a professional manner and possess the skills that are usually demonstrated through the elaboration and defense of arguments and the resolution of problems within their area of study.
- CB3 – Students must have the ability to gather and interpret relevant data (usually within their area of study) to make judgments that include a reflection on relevant issues of a social, scientific, or ethical nature.
- CB4 – Students must transmit information, ideas, problems, and solutions to a specialized and nonspecialized public.
- CB5 - Students must develop those learning skills necessary to undertake further studies with a high degree of autonomy.

Cross-curricular competencies:

- CC1 - Autonomous Learning: Skill to choose the strategies, the tools, and the moments that the student considers more effective to learn and to put into practice of an independent way what he has learned.
- CC2 - Autoconfidence: Aptitude to value our own results, performance, and capacities with the internal conviction of which we can do the things and the challenges that appear us.
- CC6 - Communication oral/written communication: aptitude to transmit and receive information, ideas, opinions and attitudes to achieve comprehension and action, being oral the one that is realized by means of words and gestures and, written, by means of the writing and / or the graphical supports.
- CC7 - Awareness of the ethical values: Aptitude to think and act according to universal principles based on the value of the person that they direct his full development and that carries the commitment with certain social values.
- CC8 - Management of the information: Aptitude to search, to select, to analyze and integrate information from diverse sources.
- CC10 - Initiative and entrepreneurship: Aptitude to attack with resolution difficult or eventful actions. Aptitude to anticipate problems, to propose improvements and to persevere in his attainment. Preference for taking up office and carrying out activities.
- CC11 - Planning and Time management: Aptitude to establish a few aims and to choose the means to reach the above-mentioned aims spending the time and the resources of an effective form.
- CC18 - Utilization of the technologies of the information and the communications (TIC): Aptitude to use effectively the technologies of the information and the communications as tool for the search, processing and storage of the information, as well as for the development of communicative skills.

Specific competencies:

- SC13 - To define and to implement aims of development in agencies and organizations of international cooperation.
- SC18 - To generate, to develop and to consolidate projects of basic level.
- SC19 - To interpret and to analyze juridical texts.
- SC25 - To identify and to be related with the different international actors.

Learning outcomes:

- LO1: The student will be able to know and understand the basic aspects of ethics applied to international activities.
- LO2: Will be able to inform, evaluate and assess current events and situations as well as deal coherently with dispersed and global sources.
- LO3: Will be able to criticize sources and evaluate their usefulness as well as prioritize information according to its value and use.
- LO4: Will be able to negotiate and reach compromises on international problems and conflicts
- LO5: Will also be able to contribute to promote peace policies and proposals for peaceful solutions to conflicts.

![Universidad Europea Valencia logo]

The following table shows the relationship between the competencies developed during the course and the learning outcomes pursued:

Competencies	Learning outcomes
CB1, CB3, CC7, CC2	LO1: The student will be able to know and understand the basic aspects of ethics applied to international activities.
CB2, CB3, CB4, CC6, CC8, CC1, CC18, SC25	LO2: Will be able to inform, evaluate and assess current events and situations as well as deal coherently with dispersed and global sources.
CB3, CB5, CC8, CC6, CC11, SC18	LO3: Will be able to criticize sources and evaluate their usefulness as well as prioritize information according to its value and use.
CB2, CB3, CB4, CC2, CC6, CC10, SC13, SC25	LO4: Will be able to negotiate and reach compromises on international problems and conflicts.
CB4, CB5, CC7, CC10, SC13, SC18, SC23	LO5: Will also be able to contribute to promote peace policies and proposals for peaceful solutions to conflicts.

4. CONTENT

Development of negotiation and crisis management skills and analysis of legal and political instruments for mediation, arbitration, conciliation and conflict resolution.

5. TEACHING-LEARNING METHODOLOGIES

The types of teaching-learning methodologies used are indicated below:
- Cooperative Learning
- Problem-Based Learning (PBL)
- Simulation Environments
- Case Method

6. LEARNING ACTIVITIES

Listed below are the types of learning activities and the number of hours the student will spend on each one:

Campus-based mode:

Learning activity	Number of hours
Group tutorials	18
Lectures	23
Asynchronous lectures	7
Case Studies	17
Problem Solving	10

Reports and written papers	10
Oral presentations	5
Discussions and colloquiums	8
Autonomous work	50
Face-to-face knowledge tests	2
TOTAL	**150**

7. ASSESSMENT

Listed below are the assessment systems used and the weight each one carries towards the final course grade:

Campus-based mode:

Assessment system	Weight
Knowledge test (Evaluable criteria are exposed in the final exam)	30%
Individual assignments (rubrics and criteria are set out in virtual campus)	30%
Oral presentations (rubrics and criteria are set in virtual campus)	25%
Portfolio (rubrics and criteria are set in virtual campus)	15%

When you access the course on the *Campus Virtual*, you'll find a description of the assessment activities you have to complete, as well as the delivery deadline and assessment procedure for each one.

7.1. First exam period

To pass the course in the first exam period, you must obtain a final course grade of at least 5 out of 10 (weighted average).

In any case, you will need to obtain a grade of at 5.0 in the final exam in order for it to count towards the final grade along with all the grades corresponding to the other activities.

7.2. Second exam period

To pass the course in the second exam period, you must obtain a final grade of at least 5 out of 10 (weighted average).

In any case, you will need to obtain a grade of at 5.0 in the final exam in order for it to count towards the final grade along with all the grades corresponding to the other activities.

The student must deliver the activities not successfully completed in the first exam period after having received the corresponding corrections from the professor, or those that were not delivered in the first place.

8. SCHEDULE

This table shows the delivery deadline for each assessable activity in the course:

Assessable activities	Deadline
Individual assignment nº 1	Week 2 - 3
Individual assignment nº 2	Week 5 - 6
Individual assignment nº 3	Week 8 - 9
Oral presentation- collective paper	Week 11 - 14
Portfolio	All semester (until 12/20)
Knowledge Test	The date will be determined and communicated in a timely manner by the official channels established by the Center.

This schedule may be subject to changes for logistical reasons relating to the activities. The student will be notified of any change as and when appropriate.

9. BIBLIOGRAPHY

The main reference work for this subject is:

- BASSOLS, RAIMUNDO, "El arte de la negociación". CEU ediciones, Madrid 2016.
- MERRILS, J.G., "International Dispute Settlement", Cambridge University Press 2007.
- ROBERTS, IVOR,"Satow's Diplomatic Practice". 6ª edición, Oxford University Press. 2009.
- TERRENCE HOPPMAN, "The Negotiation Process and the Resolution of International Conflicts", University South Carolina Press. 1996.
- ZARTMAN WLLIAM y BERMAN MAUREEN.- "The Practical Negotiator".- New Haven and London Yale University Press, 1998.

10. EDUCATIONAL ORIENTATION, DIVERSITY AND INCLUSION UNIT

From the Educational Orientation, Diversity and Inclusion Unit we offer support to our students throughout their university life to help them reach their academic achievements. Other main actions are the students inclusions with specific educational needs, universal accessibility on the different campuses of the university and equal opportunities.

1. Accompaniment and follow-up by means of counselling and personalized plans for students who need to improve their academic performance.
2. In terms of attention to diversity, non-significant curricular adjustments are made in terms of methodology and assessment for those students with specific educational needs, pursuing an equal opportunities for all students.
3. We offer students different extracurricular resources to develop different competences that will encourage their personal and professional development.
4. Vocational guidance through the provision of tools and counselling to students with vocational doubts or who believe they have made a mistake in their choice of degree.

Students in need of educational support can write to us at:
orientacioneducativa.uev@universidadeuropea.es

11. ONLINE SURVEYS

Your opinion matters!

The Universidad Europea encourages you to participate in several surveys which help identify the strengths and areas we need to improve regarding professors, degree programs and the teaching-learning process.

The surveys will be made available in the "surveys" section in virtual campus or via e-mail.

Your assessment is necessary for us to improve.

Thank you very much for your participation.