



Exchange programme Vrije Universiteit Amsterdam

Vrije Universiteit Amsterdam - Exchange programme Vrije Universiteit Amsterdam - 2024-2025

Exchange

Vrije Universiteit Amsterdam offers many English-taught courses in a variety of subjects, ranging from arts & culture and social sciences, neurosciences and computer science, to economics and business administration.

The International Office is responsible for course approval and course registration for exchange students. For details about course registration, requirements, credits, semesters and so on, please [visit the exchange programmes webpages](#).

Managing Negotiations: Getting to Yes

Course Code	E_MFDM_MNGY
Credits	6
Period	P2
Course Level	300
Language Of Tuition	English
Faculty	School of Business and Economics
Course Coordinator	dr. A. Bäker
Examiner	dr. A. Bäker
Teaching Staff	dr. A. Bäker
Teaching method(s)	Seminar, Instruction course, Lecture

Course Objective

- Students will enhance their analytical ability and be able to identify the need for negotiation skills in an organizational context (Academic and Research Skills)
- Students will learn (1) how to negotiate in a strategic and rational way, (2) which psychological aspects come into play during negotiating and (3) what are the cross-cultural differences in negotiations (Bridging theory and practice - Knowledge)
- Students will apply the knowledge gained from the lectures in role play simulations during tutorials (Bridging Theory and Practice - Application).
- Students will work in teams and practice negotiation skills in tutorials (Social Skills).
- Students will better understand how they can successfully negotiate in real-life situations (Self Awareness).

Course Content

Negotiation is all around you, whether it concerns international disputes, labor agreement negotiations, or a discussion at home about who does the grocery shopping. To solve these conflicts successfully, you have to negotiate. Therefore, the overall theme of this course in the minor program, is to become an effective negotiator, meaning that no money is left on the table. Throughout the course, we combine theoretical knowledge from the lectures with practical exercises (role-play simulations). The three parts of the course are:

Part 1: How to negotiate in a strategic and rational way?

Part 2: Which psychological aspects come into play during negotiations?

Part 3: How does a cross-cultural setting affect negotiations?

Additional Information Teaching Methods

Lectures (2 lectures each week, 12 in total)

Tutorials (1 tutorial each week, 6 in total) incl. role-play simulations and team presentations

Method of Assessment

Individual assessment

Group assessment

Literature

Book: Fisher, R., Ury, W. & Patton, B. (2012). Getting to Yes: negotiating an agreement without giving in. Random House Business Books. ISBN 9781847940933.

Articles: To be announced via Canvas

Recommended background knowledge

Academic Skills, BRM1, BRM2, Research Project

