

Syllabus

1. Programme information

1.1. Institution	THE BUCHAREST UNIVERSITY OF ECONOMIC STUDIES
1.2. Faculty	Business Administration in Foreign Languages
1.3. Departments	Department of Business Administration in foreign languages (UNESCO chair)
1.4. Field of study	Business Administration
1.5. Cycle of studies	Master Studies
1.6. Education type	Full-time
1.7. Study programme	Entrepreneurship and Business Administration
1.8. Language of study	English
1.9. Academic year	2020-2021

2. Information on the discipline

2.1. Name	Business negotiation strategies and conflict management								
2.2. Code	20.0244IF2.2-0001								
2.3. Year of study	2	2.4. Semester	2	2.5. Type of assessment	Test	2.6. Status of the discipline	O	2.7. Number of ECTS credits	5
2.8. Instructors									

3. Estimated Total Time

3.1. Number of weeks	14.00
3.2. Number of hours per week	4.00 of which
	C(C) 2.00
	S(S) 2.00
3.3. Total hours from curriculum	56.00 of which
	C(C) 28.00
	S(S) 28.00
3.4. Total hours of study per semester (ECTS*25)	125.00
3.5. Total hours of individual study	69.00
<i>Distribution of time for individual study</i>	
Study by the textbook, lecture notes, bibliography and student's own notes	20.00
Additional documentation in the library, on specialized online platforms and in the field	22.00
Preparation of seminars, labs, assignments, portfolios and essays	10.00
Tutorials	15.00
Examinations	2.00
Other activities	

4. Prerequisites

4.1. of curriculum	
4.2. of competences	The identification of the economic implications associated with the functioning and administering of a subdivision of a business/ organization

5. Conditions

for the C(C)	Classroom with computer and videoprojector
for the S(S)	Classroom with computer and videoprojector

6. Acquired specific competences

	C2	Critical and constructive research, generation, design and implementation ideas and business processes
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7. Objectives of the discipline

7.1. General objective	The objective of this course is to describe and to analyze the behaviour of the individual as a customer and an employee inside an organization
7.2. Specific objectives	Examinarea relației dintre conflict și negociere Explorarea modului în care personalitatea și temperamentul influențează stilul și tehnicile de negociere Recunoașterea legăturilor dintre personalitate și stilul de manageriere a conflictelor Oferirea de strategii eficiente pentru stilurile diferite de personalitate Discutarea factorilor psihologici și sociologici inerenți unui proces de negociere Identificarea stilului de negociere și de manageriere a conflictului în cazul studenților Oferirea de baze teoretice pentru soluționarea conflictelor și alternative practice și concrete - soluționarea disputelor

8. Contents

8.1. C(C)	Teaching/Work methods	Recommendations for students
0		
Bibliography -		
8.2. S(S)	Teaching/Work methods	Recommendations for students
0		
Bibliography -		

9. Corroboration of the contents of the discipline with the expectations of the representatives of the epistemic community, of the professional associations and representative employers in the field associated with the programme

Discussions with representants from the business environment and from employers about the expectations they hold of future alumni.

10. Assessment

Type of activity	Assessment criteria	Assessment methods	Percentage in the final grade
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10.1. Final assessment			
10.2. Modality of grading	Whole notes 1-10		
10.3. Minimum standard of performance	The student needs to gather a minimum score of 50% from the total score for the course.		

Date of listing,
12/17/2019

Signature of the discipline leaders,

Date of approval in the
department

Signature of the Department Director,