

Faculty of International Economics and Administration
Department of International Economics and Politics
Professional Area: 3.3 Political Science
Major: International relations
Educational-and-qualification degree: Bachelor

COURSE DESCRIPTION

1. Course unit title: Theory and Practice of International Negotiations
2. Course unit code: POL 1108
3. Type of course: compulsory
4. Level of course unit: Bachelor
5. Year of study: fourth
6. Semester when the course unit is delivered: seventh
7. Number of ECTS credits allocated: 4.5
8. Name of lecturer(s): Senior Asst. Prof. Ralitsa Zhekova, PhD.
9. Learning outcomes of the course unit: acquisition of knowledge and skills on the basic theoretical approaches to the analysis of international negotiations, formation of a notion of the tasks, forms and the typological variety of international negotiations and the course of the negotiation process.
10. Mode of delivery: face-to-face.
11. Prerequisites and co-requisites: an introduction to the history of political ideas, international relations and diplomacy, international and national security.
12. Course contents (annotation): The course is divided into two parts. The first part gives the theory of negotiation and key examples of the types of negotiations, the problems encountered in international negotiations and the methods of negotiation. In the second part exercises are conducted in the form of role plays through which students get the opportunity to practically rationalize the obtained theoretical knowledge.
13. Recommended or required reading:
Димитров, Д. Успешните преговори .С., 2007
Досън, Р.Тайната на успешните преговори : Скритите оръжия на един експерт. С., 2009
Загорский А.В. Лебедева М.М. Теория и методология анализа международных переговоров. М., 1989.
Лебедева М.М. Вам предстоят переговоры. М., 1993.
Пантев, П. Международните преговори в областта на сигурността : Теория и практика на проблема в условията на трансформиращата се международна система и на нови цели на сигурността. С., 2009
Пийлинг, Н. Брилянтните преговори : Онова, което знаят, правят и казват най-добрите преговарящи. С., 2008
Савов, Еньо и др.Международни дипломатически преговори : въпроси на теорията и практиката. С., 2008
Фишър, Р., У.Юри и др. Да постигнеш своето : Как да стигнем до разумния компромис в преговорите. С., 2007
Fisher R. Ury W. Getting to Yes: Negotiation Agreement Without Giving In. Boston, 1995
14. Planned learning activities and teaching methods: lectures, presentations.
15. Assessment methods and criteria: active participation in discussions, role plays, negotiation simulations, and a course thesis.
16. Language of instruction: Bulgarian.
17. Work placement(s): inapplicable.

