PROGRAM	**Master of Business Administration**
SEMESTER	**III**
COURSE TITLE	**International Negotiations**
COURSE CODE	**03BM0337**
COURSE CREDITS	**03**
COURSE DURATION	**40 Hrs (40 sessions of 60 minutes each)**

COURSE OUTCOMES:

- Understand International Negotiations with special reference to India

COURSE CONTENTS:

Unit No	Unit / Sub Unit	Sessions
I	**Introduction:** Meaning, Definitions, Overview of Basic Concept and actors, Scope- unilateral, bilateral and multilateral, Benefits, Challenges.	06
II	**Trade Negotiations:** India and USA, India and China, India and European Union, Negotiations as a member of various nations' unions: ASEAN, SAARC, BRICS, SAFTA, NAFTA.	08
III	**WTO and India**: GATS, GATT, TRIPS, TRIMS, Principles of WTO- Most Favored Nations	10
IV	**International Agencies and India:** World Bank, Role of IBRD, IDA, IFC, MGA, ICSID	08
V	**Other Issues in Negotiations**: Predictors of International Negotiations: Power, Gender, Domestic Interest, Ethics in Negotiations, Complexity of conducting international negotiations, Negotiations as conflict Management.	08

EVALUATION:
The students will be evaluated on a continuous basis and broadly follow the scheme given below:

		Weight age
A	Continuous Evaluation Component (Assignments / Presentations/ Quizzes / Class Participation/ etc.)	20% (C.E.C.)
B	Internal Assessment	30% (I.A.)
C	End-Semester Examination	50% (External Assessment)

SUGGESTED READINGS:

Text Books:

Sr. No	Author/s	Name of the Book	Publisher	Edition & Year of Publication
01	Victor A. Kremenyuk	International Negotiation: Analysis, Approaches, Issues	New Millennium Books	Latest Edition
02	Claude Cellich, Subhash Jain	Global Business Negotiations	Cengage Learning	1st Edition2007
03	William Zartman, Rudolf Avenhaus	Diplomacy Games: Formal Models And International Negotiations	Springer-Verlag	1st Edition2007
04	Jeffrey Und Curry	International Negotiating : Planning and Conducting International Commercial Negotiations	World Trade Press	3rd ed., 2009