



“El saber de mis hijos
hará mi Grandeza”

UNIVERSITY OF SONORA

Central Region Unit School of Economic and Administrative Sciences Department of Economy International Business and Trade Degree

Subject: International Contracts	Formative Pillar: Professional
Teaching-learning process: Workshop	Previous requirement: Business Law
Hours per week: 4	Subsequent subject: None
Type: Professional	Credits: 4

General objective:

The student will identify and use the most advanced national and international techniques to negotiate and document the contracts and agreements the company celebrates more frequently.

Proficiency Units:

1. Introduction to contract negotiation
 - 1.1 Meaning of negotiation
2. Collection and processing of information on the transaction to be traded
3. Contract negotiation methodology
 - 3.1 Analysis of the ethical and ideological factors that affect the negotiations.
 - 3.2 Analysis of the case to be negotiated (strengths and weaknesses of the parties)
 - 3.3 Negotiation styles (Dominating, bargaining and open dialog)
 - 3.4 Negotiation tactics (verbal, written and body language; humor vs mockery; communication and listening; manipulation and patience)
 - 3.5 Negotiation environments (Place, time and space)
4. Contract negotiation methodology
 - 4.1 Preparing the negotiation and the team formation
 - 4.2 Unique budget for negotiation
 - 4.3 Negotiation development by themes and priorities. (agenda)
 - 4.4 Agreement documentation, including the previous and complementary.
 - 4.5 Final agreement and its documentation. Public faith of the documents.
 - 4.6 Negotiation files.
5. Monitoring compliances with agreements as a way of preventing disputes
6. Phone and written communications between the parties and its control.
7. The resolution of disputes between the parties
8. Analysis and interpretation of the contracts (practical case)

Teaching strategies:

Review of practical cases
Critical analysis of contracts
Negotiation processes simulation
Elaborate negotiation protocols

Evaluation:

Elaboration of agreements to the criteria established in the course of the following products:

- a. Negotiation plan
- b. Contract project or agreement

The progress of the student's work and performance during the development of the workshop will provide pertinent information on the level of achievement of the objectives set before. It is essential for the workshop that the students satisfactorily complies with the above.

Bibliography:

Bancomext. **Guía para negociaciones Internacionales.** México.

Sola Teyssiere, J. 2001. La venta a distancia en el comercio minorista, régimen jurídico y control administrativo. Ed. Tirant Lo Blanch.

Hernández Muñoz, L. 2003. Los riesgos y su cobertura en el comercio internacional. Ed. Fundación Confemetal.

Desired academic profile for person in charge of course:

Academic formation in business, preferably possess a Master's degree in Business, specialty in International trade, Master's in Marketing or in areas related to this field.

Professional experience: At least two years in functions related with business planning, design and implantation, preferably linked with international markets

Teaching experience in Higher Education. At least 2 years.

Teaching and technological training:

Ease in teaching-learning tasks.

Ease in group or individual communication with students

Ability to use technological (IT) and teaching resources (computer, projector, slides, videos, etc)

Curse the teacher training process of the university

Other skills: Proficiency in English language (4 language skills)