

ALTERNATIVE DISPUTE RESOLUTION – INTERNATIONAL BUSINESS NEGOTIATION JUNE 27 – JULY 1, 2016, BUDAPEST, HUNGARY

In cooperation with the *Dispute Resolution Institute at Mitchell Hamline School of Law*, ranked in the top 5 in the nation for dispute resolution by *U.S. News and World Report* for 15 consecutive years (2016 Edition).



COURSE DIRECTOR

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FACULTY

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BRIEF COURSE DESCRIPTION

This course introduces students to the skills, constraints, and dynamics of the negotiation process in the context of international business transactions. Through readings and highly interactive exercises, students will learn the fundamental skills of systematic and thorough negotiation preparation, the ongoing management of a negotiation process, and the identification and achievement of optimal agreements. Legal and ethical constraints of negotiation will also be considered as students in intentionally diverse teams participate in negotiations typically encountered in the formation of a business. Course content is drawn from the fields of law, psychology, business, and communication.

After completing this course, students can choose to enroll in the Advanced International Business Negotiation course offered through Mitchell Hamline School of Law. This course is offered via distance learning and will include law and business students from the U.S (who completed the International Business Negotiation course at Hamline). Students who complete both International Business Negotiation (through CEU) and Advanced International Business Negotiation (through Mitchell Hamline Law School) will be awarded a Certificate in International Business Negotiation through the Dispute Resolution Institute at Mitchell Hamline School of Law. Please visit their website for details and registration information: <http://mitchellhamline.edu/dispute-resolution-institute/certificates/international-business-negotiation-certificate/>.

Central European University's summer school (CEU SUN), established in 1996, is a program in English for graduate students, junior or post-doctoral researchers, teachers and professionals. It offers high-level, research-oriented, interdisciplinary academic courses as well as workshops on policy issues for professional development, taught by internationally renowned scholars and policy experts (including CEU faculty). Application from all over the world is encouraged. Financial aid is available.

For further academic information on the course and on eligibility criteria and funding options please visit the web site at

http://summeruniversity.ceu.edu/ADR_IBN-2016

CEU Summer University

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