UNIVERSITY OF NATIONAL AND WORLD ECONOMY

Approved by:

Assoc. Prof. Dr. Maria Vodenicharova – Vice-Rector on research

EXAM PROGRAM
FOR DOCTORAL EXAM
IN SCIENTIFIC SPECIALTY "WORLD ECONOMY AND IER"
AT "IER AND BUSINESS" DEPARTMENT

DISCIPLINE: "INTERNATIONAL NEGOTIATIONS AND NEGOTIATION PROCESS"

1. General concept of international negotiations
2. Principles of international negotiations
3. Models and styles on international negotiations
4. Types international negotiations
5. General strategy and tactics in negotiations.
6. Stages of negotiations
7. Role of the third party in international negotiations
8. Techniques on negotiation in the specific case
9. Immediate preparation for conducting negotiations
10. Results of the negotiations – implementation

LITERATURE:

A. BASIC

1. Genov, G., Savov E. Theory and practice of international negotiations. Negotiations and negotiation process, Publishing complex of the UNWE, Sofia, 2016
2. Savov, E., G. Genov, International Diplomatic Negotiations. Questions of Theory and Practice, Albatross, Sofia, 2008
3. Ghauri P., Ott U., Rammal H., International Business Negotiations: Theory and Practice, Edward Elgar Publishing, 2020

B. ADDITIONAL / ADDITIONAL

4. Genov, G. Challenges and Trends in the Transition to a New Diplomacy, Institute of Economics, 2010
5. Cohn T., Hira A., Global Political Economy-Theory and Practice, Routledge, 2020
6. Berridge G., Diplomacy: Theory and Practice, Springer Nature, 2022
7. Gates, St. The Negotiation Book: Your Definitive Guide to Successful Negotiating, Capstone/ Wiley, 2016

Lecturer:

(Assoc. Prof. Dr. Plamen Ralchev)