

International Negotiation and Contracting

Master's Degree in International Relations

UNIVERSIDAD NEBRIJA

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TEACHING GUIDE

Course: International Negotiation and Contracting
Title: Master's Degree in International Relations
Academic Year: 2025-2026
Type: Compulsory
Language: English
Modality: Classroom attendance
ECTS: 5
Semester: 2nd.
Teacher: Dr. Luis Mario García Lafuente

1. COMPETENCIES AND LEARNING OUTCOMES

1.1. Competencies

General Competencies

CG1. Students will acquire up-to-date knowledge of international political, economic, and social relations.

CG2. Students will be able to systematically understand complex concepts, relevant information, contextual facts, and how to apply them to specific situations, considering how they affect the different actors and agents in each situation.

CG3. Students will master advanced techniques that allow them to obtain and analyze information, evaluate its relevance and validity, synthesize it, and adapt it to practical contexts.

CG4. Students will be able to understand and address complex situations and arguments systematically and creatively, with critical judgment, even with incomplete information, taking risks, making decisions, and communicating them to any type of audience.

CG5. Students will be able to communicate effectively both orally and in writing, in English, using the latest technology.

CG6. Students will be able to act independently in evaluating socio-political events and anticipate possible scenarios for how these events will unfold.

CG7. Students will be able to perform different roles within a team.

CG8. Students will be able to recognize the need for change and possess the necessary skills to manage it.

CG9. Students will be able to act independently within a framework of responsible freedom.

CG10. Students will be able to add value to the organization through their creativity and

participation.

Specific Competencies

CE31. Ability to manage interests and positions in international negotiations.

CE33. Ability to manage multidisciplinary and multicultural teams in the transnational business environment.

CE43. Ability to acquire in-depth knowledge of various key aspects of International Relations, such as security and terrorism, human rights, and international cooperation.

CE44. Ability to analyze and manage the interests and motivations of private organizations that interact in the field of International Relations.

CE45. Ability to understand the structure and management of an International Organization.

CE46. Ability to understand the distinctive characteristics of think tanks and NGOs.

CE47. Ability to manage the interests of different types of private International Organizations.

CE48. Ability to understand the rationale behind international interventions regarding the protection of human rights in transnational contexts.

CE49. Ability to understand the flows and dynamics of international finance and to identify the different economic players, their interests, and modes of action in the capital markets sector.

CE50. Ability to understand and manage crises of international scope from within transnational organizations.

CE51. Ability to understand the specific problems of terrorism, conflicts of interest arising from the energy market, migration flows and humanitarian crises, environmental crises, and natural or man-made disasters.

CE52. Ability to know and apply international methodological protocols for international cooperation: financing, control, monitoring, and evaluation mechanisms.

CE53. Ability to manage institutional needs in the field of cooperation, as well as local needs in the areas of application and intervention.

CE54. Ability to apply marketing and communication strategies in a global context.

CE56. Ability to incorporate the use of ICTs in the organization.

CE57. Ability to understand the shifts in communication paradigms in the digital society and the contemporary problems arising from the digital age: the digital gap.

2. CONTENTS

2.1. Requisites

Completion of the introductory courses in Advanced Analysis of the International System and Global Economy.

2.2. Description of contents

The international legal system will be studied, with an emphasis on the regulations and rules governing interests in international private relations. Topics covered include sources of law, determination of jurisdiction, arbitration mechanisms, and international contracts. The study will be conducted from a highly practical perspective, enabling students to manage the challenges of applying and conducting negotiations in transnational and intercultural contexts. The Harvard approach to negotiation based on interests and motivations will be emphasized.

2.3. Detailed Content

Topic I. Legal framework and basic principles of international contracts

I.1. The increase in international contracting in the context of globalization of markets

I.2. Regulatory law of international contracts

I.3. Autonomy of the will

I.4. *Lex Mercatoria*

I.5. *Unidroit* Principles 2016

I.6. *Incoterms* 2020

I.7. The law applicable to international contracts

I.8 Compliance, breach, invalidity and termination of the contract

I.9. Basic clauses of the international contract

Topic II Risk management in international contracts

II.1 Minimization of risks in the execution of the contract

- II.1.1 Political Risks
- II.1.2. Country risks
- II.1.3. Financial risks
- II.1.4. Business risks
- II.1.5. Tax risks
- II. 1.6 Legal risks

II.2. Civil liability and criminal liability. Special reference to Compliance.

Topic III. International contract models

III.1. Previous documents: Letter of Intent, Pre-agreement, MoU.

III.2. International sale of goods contract.

III.3. International service contract.

III.3. International commercial agency contract.

III.4. International distribution agreements.

III.5. International franchise agreement.

III.6. Joint ventures

Topic IV. International Conflict Resolution

IV.1 Conflict Resolution: Cross-Border Mediation

- IV.1.1. General Aspects of Alternative Dispute Resolution
- IV.1.2. Concept of Mediation
- IV.1.3. The Mediation Agreement
- IV.1.4. Recognition and Enforcement of Foreign Mediation Agreements

IV.2. Conflict Resolution: International Arbitration

- IV.2.1. General Aspects of International Arbitration
- IV.2.2. The Arbitration Agreement
- IV.2.3. The Arbitrators
- IV.2.4. The Award
- IV.2.5. Recognition and Enforcement of Foreign Awards

1.1. Educational activities

Theory: Lectures and seminars. Contemporary theories in the study and analysis of International Relations, their concepts, foundations, and methodological tools, as well as the main trends in interpretation and the most influential schools of thought, will be explained.

Practical Work: Case study-based learning.

Individual Work: Student group work.
The student will create and present an original group project for the course that shows an example of advanced application of the methods and techniques developed in the course.

2. EVALUATION PROCEDURE

2.1. Grading procedure

Final grades will be expressed numerically the following way:

0 - 4,9 Fail (Suspenso) (SS)
5,0 - 6,9 Pass (Aprobado) (AP)
7,0 - 8,9 Notable (NT)
9,0 - 10 Excelent (Sobresaliente) (SB)

'Honours' mention can be granted to students with grades equal or superior to 9,0.

2.2. Evaluation criteria

Ordinary call

Activity	Rate
Attendance, participation, daily work	20%
Individual or collective assignments	30%
Final exam	50%

Extraordinary call

Activity	Porcentaje
Individual or collective assignments delivered at the ordinary call	30%
Final exam	70%

It is up to the teacher to receive and assess again the assignments in case these were not delivered originally or the students wants to improve the grade obtained at the ordinary call.

2.3. Restrictions

Minimal grade at the exam

In order to be weighed with the other grades, it is necessary to tet at least 5 at the final exam.

Attendance

Any student missing over 25% of the clases with no justification could be deprived of the right to take the exam at the ordinary call

Quality of writing

Special attention will be paid to both presentation and content in written assignments and projects, as well as exams, particularly to grammar and spelling. Failure to meet the minimum acceptable standards may result in points being deducted from the assignment.

2.4. Warning about plagiarism

Antonio de Nebrija University does not tolerate plagiarism or copying under any circumstances. Plagiarism is considered the reproduction of paragraphs from texts other than the student's own work (from the Internet, books, articles, fellow students' work, etc.), when the original source is not cited. The use of quotations cannot be indiscriminate. Plagiarism is a crime.

If this type of practice is detected, it will be considered a Serious Offense and the sanction provided for in the Student Regulations may be applied.

BIBLIOGRAPHY (English & Spanish)

Basic

INCOTERMS 2020. International Chamber of Commerce

Various Authors (2022) Práctica de la contratación internacional: Modelos más frecuentes de contratos mercantiles internacionales, SEPIN.

ARTEAGA ORTIZ, J. (COORD.) (2023) Manual de internacionalización. Instituto Español de Comercio Exterior (ICEX)

CABRERA CANOVAS, ALFONSO, (2024) Incoterms 2020. User's manual. Cabrera Cánovas,

Alfonso. Marge Books

GÓMEZ JENE, MIGUEL (2023) Arbitraje Comercial Internacional, Civitas.

Recommended bibliography:

FEENSTRA, R. C.; TAYLOR, A. M. (2020). International Trade. 5th Edition. Worth Publishers.

KRUGMAN, P.R: Y OBSTFELD, M. (2022). "International Trade: Theory and Policy, Global Edition", 12th edition, Pearson.

LÓPEZ GONZÁLEZ, Mª I. (2014). Gestión del comercio exterior de la empresa: teórico y práctico. ESIC Editorial.

MARTÍNEZ VALVERDE, JOSE FULGENCIO, (2025) Negociación internacional 2.ª edición (Comercio y Marketing)

ORTEGA GIMÉNEZ, ALFONSO (2024) Contratos mercantiles internacionales para empresas que hacen comercio exterior, 1.ª edición, Colex

Other resources

GOLDBERG, S.B. (2020). Dispute resolution: Negotiation, mediation, and other processes. Austin: Wolters Kluwer Law & Business/Aspen Publishers

UNITED NATIONS COMMISSION ON INTERNATIONAL TRADE LAW, (UNCITRAL) (2021) Legal Guide to Uniform Instruments in the Area of International Commercial Contracts, with a Focus on Sales.

EUN SUP LEE (2023). A Guide to International Trading. Professional Tools and Practice Insights for Successful Operations. 2nd Edition. Springer