

## Courses in English

### Course Description

<b>Department</b>	10 Business Administration
<b>Course title</b>	<b>Cross-cultural Management and Negotiations</b>
<b>Hours per week (SWS)</b>	4
<b>Number of ECTS credits</b>	5
<b>Course objective</b>	After successful completion of this course, students will be able to apply key theories and tools to manage business tasks, teams and negotiation in a cross-cultural context. Through group tasks and simulations, students will gain practical experience in leading and working in cross-cultural teams. Students will also be familiarized with the dynamics of negotiation and have the skills to navigate cross-cultural discourse effectively.
<b>Prerequisites</b>	English 2nd & 3rd sem.; at least English B2 Module BA BWL 120 IC; basic knowledge of intercultural communication theory
<b>Recommended reading</b>	Texts and resources will be provided at the beginning of the semester.
<b>Teaching methods</b>	<ul style="list-style-type: none"><li>•Interactive seminar</li><li>•Written and research assignments</li><li>•Case studies and analysis in small groups</li><li>•Independent study and research</li><li>•Presentations</li><li>•Peer review and feedback</li></ul>
<b>Assessment methods</b>	Module assignment
<b>Language of instruction</b>	English
<b>Name of lecturer</b>	Prof. Dr. Nicole Brunnhuber, Prof. Dr. Horn
<b>Email</b>	
<b>Link</b>	
<b>Course content</b>	
<b>Remarks</b>	