

Courses in English Course Description

Department	10 Business Administration
Course title	Essential Strategies and Skills for Cross Cultural Negotiation
Hours per week (SWS)	4
Number of ECTS credits	5
Course objective	Business activities take place in a global economy where diverse cultures and economic systems continuously meet and collide. To manage these transactions effectively, develop sustainable cross-cultural relationships and promote a sustainable global economy it is important to learn how to negotiate effectively across cultures and systems. This course introduces student to essential negotiation strategies and skills. Students also learn about culture, barriers to effective cross-cultural communication and relationships and how to overcome those. The course applies evidence-based teaching methodology and active learning strategies to engage students in the learning process. It culminates in a World Climate Negotiation Simulation involving the application of strategies and skills learned during the semester.
Prerequisites	English B2
Recommended reading	Fisher, R., Ury, W., & Patton, B. (2011). Getting to yes: Negotiating agreement without giving in. New York, N.Y: Penguin Books. ISBN: 978-0-14-311875-6 Ury, W. (1993). Getting past no: Negotiating in difficult situations. New York: Bantam Books. Bazerman, M. H., & Neale, M. A. (1992). Negotiating rationally. New York: Free Press. Cases used for class discussion and analysis will be made available for purchase at beginning of semester. Other readings may be distributed during the semester.
Teaching methods	Seminar
Assessment methods	Case analyses, exam, team negotiation and individual negotiation reflection
Language of instruction	English
Name of lecturer	Dr. Anke Arnaud
Email	anke.arnaud@hm.edu
Link	
Course content	<ul style="list-style-type: none">• Understand and apply strategies and skills of effective negotiation,• Remember the foundations of effective negotiation,• Define the steps of the negotiation process,• Describe culture and cultural dimensions,• Understanding how culture impacts perception, communication, and decision-making in negotiation,• Identify and manage barriers to cross-cultural communication and negotiation,• Analyze and evaluate negotiation – and when to walk away from a negotiation.
Remarks	