

Courses in English Course Description

Department	10 Business Administration
Course title	Cross-cultural Management & Negotiation for SCM
Hours per week (SWS)	4
Number of ECTS credits	5
Course objective	After successful completion of this course, students will be able to apply key theories and tools to address the specifics of cross-cultural management and negotiation. Students will develop a keen understanding of culturally determined value systems and their impact on business leadership, communication and negotiation in order to foster synergies and efficient collaboration.
Prerequisites	<ul style="list-style-type: none">• English for academic study (at least B2)• Basic knowledge of intercultural theory
Recommended reading	Texts and resources will be provided on the syllabus at the beginning of the semester.
Teaching methods	<ul style="list-style-type: none">• Interactive seminar. Self-awareness, observation and group interaction are key skills for developing cultural effectiveness. This module seeks to develop team and communication skills in addition to continual individual reflection throughout the semester.• This module also has a progressive assignment structure and final group-based assessment assignment, so that regular attendance and active participation are required.• Written and research assignments. Students are expected to complete readings and research tasks as study assignments and to contribute well-prepared findings and evaluations in class.• Case studies• Simulations• Independent study and research• Presentations• Peer review and feedback
Assessment methods	Module assignment (ModA)
Language of instruction	English
Name of lecturer	Prof. Dr. Sierk Horn
Email	sierk.horn@hm.edu
Link	
Course content	
Remarks	