

Courses in English Course Description

Department	10 Business Administration
Course title	Intercultural Communication and Negotiation
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 communication and negotiation in the context of cross-cultural management. Students will develop a keen understanding of culturally determined values and their impact on business leadership and teamwork in order to foster synergetic HR management in the contemporary and future business world.
Prerequisites	Business English 2nd & 3rd sem.; at least Business English B2
Recommended reading	Texts and resources will be provided at the beginning of the semester.
Teaching methods	<ul style="list-style-type: none">• Interactive seminar• Research and practice assignments Students are expected to complete readings, present and analyse multi-media content and complete communication tasks as study assignments, and to contribute well-prepared findings and evaluations in class. <ul style="list-style-type: none">• Group work• Constructive discussion and application• Presentations and Q&A• Independent study
Assessment methods	Written exam
Language of instruction	English
Name of lecturer	Dr. Elena Hubschmid-Vierheilig
Email	elena.hubschmid-vierheilig@hm.edu
Link	
Course content	
Remarks	