

Courses in English Course Description

Department	13 General and Interdisciplinary Studies
Course title	Let's Make a Deal!
Hours per week (SWS)	2
Number of ECTS credits	2
Course objective	Upon successful completion of this course, students will have a general idea about how business negotiations work, how to plan them and how to lead them. They will also be aware of what differences and difficulties they can expect while having business negotiations with partners from different cultures.
Prerequisites	The language of instruction is English; very good English skills are required; Class meets app. every other week for 180 minutes; 1 absence permitted.
Recommended reading	
Teaching methods	Some lecture and group discussion, case analysis, simulation games.
Assessment methods	Term paper, some in-class assignments
Language of instruction	English
Name of lecturer	Prof. Dr. Silke Järvenpää
Email	silke.jaervenpaeae@hm.edu
Link	
Course content	This course provides students with a practical framework for managing negotiations that can be used in almost any type of negotiation. Although some negotiation theory will be introduced, the focus is on skills acquisition through simulation and role play. The topic of negotiation in intercultural settings will also be covered.
Remarks	