

## Courses in English Course Description

<b>Department</b>	10 Business Administration
<b>Course title</b>	<b>Cross-cultural Management &amp; Negotiation in Supply Management</b>
<b>Course number</b>	<b>M 6.8</b>
<b>Hours per week (SWS)</b>	4
<b>Number of ECTS credits</b>	5
<b>Course objective</b>	<p>Learning outcomes / skills: This module is intended to develop students' cross-cultural effectiveness in the contexts of business and diversity in the workplace with a focus on leadership, communication and negotiation to foster cross-cultural synergies for competitive advantage along the supply chain. Throughout this module, students are actively encouraged to develop their own reasoning and problem-solving skills to address contemporary and future supply chain challenges and responsibilities with informed analysis and innovation. After successful completion of this course, students will have a critical understanding of established theories of cross-cultural management and negotiation and be able to evaluate and apply different approaches in real business practice.</p> <p>Professional competences After successful completion of this module, students will have:</p> <ul style="list-style-type: none"> <li>• in-depth understanding of the impact of culture, particularly as regards business leadership, partnerships and negotiation</li> <li>• critical understanding of leading models in cross-cultural management and negotiation</li> <li>• the skills to prepare for and foster cross-cultural business relationships</li> <li>• insight into how to work with, build and manage cross-cultural teams and business partnerships</li> <li>• the skills to identify, avoid and resolve potential sources of culturally-based misunderstanding and/or conflict in business situations, particularly in securing agreement, delivery and quality processes</li> <li>• the tools to prepare and execute value added business negotiations in a cross-cultural context in English</li> <li>• the knowledge to share and lead on cross-cultural interaction within organisations</li> </ul> <p>Technical competences After successful completion of this module, students will be able to:</p> <ul style="list-style-type: none"> <li>• evaluate and continually develop their own cross-cultural and communication skills for effective negotiation</li> <li>• anticipate and address the cultural impact on business behaviours, processes and values</li> <li>• evaluate, compare and present cross-cultural business models and approaches in English in academic and professional contexts</li> <li>• independently research and further develop their knowledge of current trends in cross-cultural management for application in individual business situations</li> </ul>
<b>Prerequisites</b>	English language skills, min. B2
<b>Recommended reading</b>	Reading and resources will be provided at the beginning of the course
<b>Teaching methods</b>	<ul style="list-style-type: none"> <li>•Interactive seminar</li> <li>•Written and research assignments</li> <li>•Group projects and presentations</li> <li>•Independent study and research</li> <li>•Constructive discussion and peer review</li> </ul>
<b>Assessment methods</b>	ModA
<b>Language of instruction</b>	English
<b>Name of lecturer</b>	Sierk Horn
<b>Email</b>	<a href="mailto:sierk.horn@hm.edu">sierk.horn@hm.edu</a>
<b>Link</b>	<a href="https://nine.hm.edu/Course/Details/e6428a0e-30ae-ee11-9203-0050568f928d">https://nine.hm.edu/Course/Details/e6428a0e-30ae-ee11-9203-0050568f928d</a>

## **Courses in English Course Description**

### **Course content**

- Globalization and regionalization in business
- Culture: definitions and impact on business with a focus on decision-making, negotiation and relationship management
- Cross-cultural management and leadership: theory, research and practice
- Cross-cultural business communication and negotiation
- Negotiation theory, strategy and tactics
- Conflict avoidance, resolution and synergies

### **Remarks**