

Courses in English Course Description

Department	10 Business Administration
Course title	Intercultural Communication & Negotiation (M5.8)
Course number	M 5.8
Hours per week (SWS)	4
Number of ECTS credits	5
Course objective	<p>Learning outcomes / skills</p> <p>This module is intended to develop students' cross-cultural effectiveness in the contexts of HR management and diversity in the workplace with a focus on leadership, staffing and negotiation to foster cross-cultural synergies for competitive advantage. 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 competencies</p> <p>After successful completion of this module, students will have:</p> <ul style="list-style-type: none">• in-depth understanding of the impact of culture, particularly in the fields of leadership, communication and negotiation• critical understanding of leading models in cross-cultural management and negotiation• insight into how to hire, build and motivate teams across cultures• the skills to identify, avoid and resolve potential sources of culturally-based misunderstanding and/or conflict• the tools to prepare and execute value added business negotiations in a cross-cultural context in English <p>Technical competencies</p> <p>After successful completion of this module, students will be able to:</p> <ul style="list-style-type: none">• evaluate and continually develop their own cross-cultural and communication skills for effective negotiation• anticipate and address the cultural impact on business behaviours, processes and values• evaluate, compare and present cross-cultural business models and approaches in English in academic and professional contexts• independently research and further develop their knowledge of current trends in cross-cultural management for application in individual business situations <p>Personal competencies</p> <p>After successful completion of this module, students will be able to:</p> <ul style="list-style-type: none">• reflect on and contribute to international and cross-cultural dialogue and co-operation• evaluate and develop their own cross-cultural communication skills specifically
Prerequisites	English language skills, min. B2
Recommended reading	Reading and resources will be provided at the beginning of the course
Teaching methods	<ul style="list-style-type: none">• Interactive seminar• Weekly assignments• Independent study and research• Group work• Constructive discussion and peer review
Assessment methods	Presentation
Language of instruction	English
Name of lecturer	Sierk Horn
Email	sierk.horn@hm.edu
Link	https://nine.hm.edu/Course/Details/d053cfba-a2af-ee11-9203-0050568f928d

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Course content

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Remarks