

Courses in English Course Description

Department	13 General and Interdisciplinary Studies
Course title	Let's Make a Deal!
Course number	
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 negotiations work, especially in business, how to plan them and how to lead them. They will also be aware of what differences and difficulties they can expect when conducting a negotiation with counterparts from different cultures.
Prerequisites	None
Recommended reading	We will work with excerpts from Negotiation, Reading, exercises, and cases, by Roy J. Lewicki, McGraw Hill: 2008. Students will read various additional scholarly articles on negotiation topics.
Teaching methods	Some lecture and group discussion, case analysis, simulation games.
Assessment methods	Written texts including negotiation plans
Language of instruction	English
Name of lecturer	Pamela Price
Email	pamela.price0@hm.edu
Link	
Course content	This course provides students with a practical framework for managing negotiation that can be used in almost any type thereof, personal, business, academic or political. Although some negotiation theory will be introduced, the focus is on skills acquisition through simulation and role play. Negotiation in intercultural settings will play a large role.
Remarks	Regular attendance is necessary to do well as the written work is based on classwork.