Hochschule München University of Applied Sciences

Courses in English
Course Description

Department	14 Tourism
Course title	International Negotiation
Hours per week (SWS)	2
Number of ECTS credits	3
Course objective	Learn and apply the classic and modern Negotiation Techniques, Intercultural Negotiation, and other relevant tactics and tools
Prerequisites	none
Recommended reading	Getting to Yes by Uri & Fischer
Teaching methods	Cases, Theories, Games, Negotiations
Assessment methods	Presentation & Seminar Paper
Language of instruction	EN
Name of lecturer	Prof. Dr. NN
Email	
Link	-
Course content	In this seminar, we will explore a variety of negotiation tactics and techniques, actively practice them, and engage in discussions to enhance understanding. We will conclude with a focus on intercultural negotiation, examining how cultural differences influence negotiation strategies and outcomes. The seminar ends with writing a seminary paper about one approach and presenting it in class.
Remarks	