

## Courses in English Course Description

<b>Department</b>	13 General and Interdisciplinary Studies
<b>Course title</b>	<b>Let's Make a Deal!</b>
<b>Hours per week (SWS)</b>	2
<b>Number of ECTS credits</b>	2
<b>Course objective</b>	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.
<b>Prerequisites</b>	The language of instruction is English; very good English skills are required; Class meets app. every other week for 180 minutes; 1 absence permitted.
<b>Recommended reading</b>	
<b>Teaching methods</b>	Some lecture and group discussion, case analysis, simulation games.
<b>Assessment methods</b>	Term paper, some in-class assignments
<b>Language of instruction</b>	English
<b>Name of lecturer</b>	Pamela Price
<b>Email</b>	<a href="mailto:pamela.price0@hm.edu">pamela.price0@hm.edu</a>
<b>Link</b>	
<b>Course content</b>	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.
<b>Remarks</b>	