

Modulbeschreibung Studium generale	
Datenfeld	Erklärung
LV-Nr.	3150
Titel deutsch	Verhandeln in Alltag und Beruf
Titel englisch	Negotiating in everyday life and at the workplace
Leistungspunkte	2,5
Workload	2 SWS SU (SU= Seminaristischer Unterricht)
Lerngebiet	Studium generale, Wirtschafts-, Rechts- und Arbeitswissenschaften
Lernziele / Kompetenzen	<p>The students learn:</p> <ul style="list-style-type: none"> - to analyze and understand the basic rules and techniques of communication and key principles of a successful negotiation - to assess the impact of cultural, social, political and economic factor on a negotiation process - to understand psychological processes in general and are conscious about specific individual reactions to negotiation situations - to identify the challenges of intercultural communication and interaction and the barriers to effective international negotiation - to analyze key factors in international negotiation and develops strategies to deal with conflicts
Voraussetzungen	Keine
Niveaustufe	Bachelor- und Masterstudiengänge
Lehrform	Übung
Status	Wahlpflicht
Häufigkeit des Angebotes	Semesterweise, gemäß Festlegung über den Fachbereichsrat des FB I
Prüfungsform	<p>Die Prüfungsform wird nach §19 (2) RSPO durch die Lehrkraft festgelegt. Sofern die Lehrkraft die Prüfungsform und die Prüfungsmodalitäten nicht am Semesteranfang in der Frist nach §19 (2) RSPO festlegt gilt folgende Prüfungsform:</p> <p>Schriftliche Übungsaufgaben</p>

Ermittlung der Note	Siehe Studienplan
Anerkannte Module	
Inhalte	<ul style="list-style-type: none"> • Introduction to the concepts of negotiation and its different dimensions and phases. • Analysis and understanding of the processes of negotiation in a multinational sphere. • Implementation of cultural and communication models and dimensions in an international negotiation. Communication techniques. • International negotiation actors: strategies, values, and interests. • Social and environmental aspects involved in a business negotiation. • Methodological training: development of analytical skills to understand the situation of international negotiation. Guidance on defining the objectives and scope of a negotiation. Discussion on methodological strategies: case studies and critical incidents. • Negotiation training: application of current models of negotiation to a real case. Roleplay.
Literatur	<p>Day, Jeremy (2012): International Negotiations Trainer's Notes, Cambridge: University Press.</p> <p>Deresky, H. (2017): International Management. managing across borders and cultures: text and cases. Pearson.</p> <p>Hall, Edward T.; Hall, M. R. (1990). Understanding cultural differences. Yarmouth, Me: Intercultural Press.</p> <p>Hofstede, Geert, Hofstede, Geert Jan, Minkov, Michael (2010): Cultures and Organizations: Software of the Mind: intercultural cooperation and its importance for survival, 3rd edition, New York.</p> <p>Khan, M. A.; Ebner, N. (Eds. 2019): The Palgrave Handbook of Cross-Cultural Business Negotiation. Cham, Springer International Publishing.</p> <p>Shaules, J. (2015). The Intercultural Mind. Connecting Culture, Cognition and Global Living. Intercultural Press.</p>