

Valid for 2022.HS

<b>Module Name: International Negotiation</b>			
Module Code	w.BA.XX.2IntN.XX		
Module Description	This module provides students with insights and practical advice on aspects of negotiation in an international context. It also introduces students to the key concepts, principles, and basic skills needed to conduct international negotiations, mainly in a business context. The program combines practical work with theoretical input.		
Program and Specialization	<ul style="list-style-type: none"> <li>§ Business Administration - Specialization in Accounting, Controlling, Auditing</li> <li>§ Business Administration - Specialization in Banking and Finance</li> <li>§ Business Administration - Specialization in Banking and Finance (FLEX)</li> <li>§ Business Administration - Specialization in Banking and Finance (PiE)</li> <li>§ Business Administration - Specialization in Behavioral Design</li> <li>§ Business Administration - Specialization in Economics and Politics</li> <li>§ Business Administration - Specialization in General Management</li> <li>§ Business Administration - Specialization in General Management (Flex)</li> <li>§ Business Administration - Specialization in Marketing</li> <li>§ Business Administration - Specialization in Risk and Insurance</li> <li>§ Business Law</li> <li>§ International Management</li> </ul>		
Legal Framework	Academic Regulations BSc dated 29.01.2009, Appendix to the Academic Regulations for the degree programs in Business Administration, Business Information Technology, and Business Law, first adopted on 12.05.2009		
Module Category	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%;"><b>Module Type:</b> Compulsory Elective</td> <td style="width: 50%;"><b>Program Phase:</b> Main Study Period</td> </tr> </table>	<b>Module Type:</b> Compulsory Elective	<b>Program Phase:</b> Main Study Period
<b>Module Type:</b> Compulsory Elective	<b>Program Phase:</b> Main Study Period		
ECTS	3		
Organizational Unit	W Abteilung International Business		
Module Coordinator	Khaldoun Dia-Eddine (diak)		
Deputy Module Coordinator	Florian Keller (kelf)		
Prerequisite Knowledge	No compulsory requirements. Students are recommended to have some general knowledge of international business and management. Knowledge of and experience in communication would be an added value.		
Contribution to Program Learning Goals (Affected by Module)	<ul style="list-style-type: none"> <li>§ Professional Competence</li> <li>§ Methodological Competence</li> <li>§ Social Competence</li> <li>§ Self-Competence</li> </ul>		
Contribution to Program Learning Objectives	<ul style="list-style-type: none"> <li>Professional Competence <ul style="list-style-type: none"> <li>§ Knowing and Understanding Content of Theoretical and Practical Relevance</li> <li>§ Apply, Analyze, and Synthesize Content of Theoretical and Practical Relevance</li> <li>§ Evaluate Content of Theoretical and Practical Relevance</li> </ul> </li> <li>Methodological Competence <ul style="list-style-type: none"> <li>§ Problem-Solving &amp; Critical Thinking</li> <li>§ Scientific Methodology</li> <li>§ Work Methods, Techniques, and Procedures</li> <li>§ Information Literacy</li> <li>§ Creativity &amp; Innovation</li> </ul> </li> <li>Social Competence <ul style="list-style-type: none"> <li>§ Written Communication</li> <li>§ Oral Communication</li> <li>§ Teamwork &amp; Conflict Management</li> <li>§ Intercultural Insight &amp; Ability to Change Perspective</li> </ul> </li> <li>Self-Competence <ul style="list-style-type: none"> <li>§ Self-Management &amp; Self-Reflection</li> <li>§ Ethical &amp; Social Responsibility</li> <li>§ Learning &amp; Change</li> </ul> </li> </ul>		
Module Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> <li>§ are introduced to the basic principles of international negotiation. They will understand the fundamentals of negotiation and recognize key types of negotiations, including the principled negotiation model.</li> <li>§ are introduced to strategic issues of negotiation and the relevant elements needed for preparing and conducting negotiations. Students will gain a comprehensive understanding of the negotiations as total immersion rather than in terms of silos.</li> </ul>		

	§ are provided with the necessary skills and awareness of the "soft" elements involved in negotiations including communication, persuasion, questioning techniques, emotions, and problem-solving methods. § practice the art of developing and conducting negotiations in phases using different tactics, leading to a successful conclusion. § develop an awareness of the cross-cultural influences on negotiations. § learn how to use negotiation in conflict management and third-party negotiations and become aware of the ethical issues of negotiation in general, especially in conflict situations.		
Module Content	§ Introduction to the negotiation framework, fundamental elements, and negotiation types § Preparing for negotiation (context analysis and assessment, strategies, tactics, BATNA, ZOPA, resistance points, game of concessions, power, alliances, etc.) § Conducting and closing deals, including persuasion techniques and communication patterns § Impact of culture on negotiation § Role play, simulations, debriefings, and self-assessment § "Soft" factors in negotiation (communication, perception, persuasion, emotions) § Analysis of actual negotiations (depend the evolution of the businesses and the international relation and what students are proposing, it is an ad hoc part! ) as applications		
Links to other modules	-		
Methods of Instruction	§ Lecture § Interactive Instruction § Application Tasks § Case Studies	<b>Social Settings Used:</b> Group Work	
Digital Resources	§ Reader § Teaching Videos § Practice and Application Exercises (with Key) § Digital storytelling: debriefing of negotiation scenes		
Type of Instruction	<b>Classroom Instruction</b>	<b>Guided Self-Study</b>	<b>Autonomous Self-Study</b>
Large Class	28 h	24 h	
Small Class	-	-	
Group Instruction	-	-	
Practical Work	-	-	
Seminar	-	-	
<b>Total</b>	<b>28 h</b>	<b>24 h</b>	<b>38 h</b>
Performance Assessment			
<b>End-of-module exam</b>	<b>Form</b>	<b>Length (min.)</b>	<b>Weighting</b>
-	-	-	-
<b>Permitted Resources</b>	-		
<b>Others</b>			
	<b>Assessment</b>	<b>Length (min.)</b>	<b>Weighting</b>
Attendance (health situation permitting)	Grade	-	20,00 %
Written Assignment	Grade	-	80,00 %
Classroom Attendance Requirement	Mandatory Attendance: 80%		
	In the case of face-to-face classroom sessions (subject to the situation concerning Covid-19)		
Language of Instruction/Examination	English		
Compulsory Reading	§ (2019). Script – International Negotiation – HS 2021 by Mr. Khaldoun Dia-Eddine - Moodle. ISBN no.		
Recommended Reading	§ Essentials of Negotiation (ISBN 007-125427-7) § Negotiation, reading, exercises and cases (ISBN 007-297310-5) § Contract negotiations, skills, tools and best practices (ISBN 08080-1246-0) § The handbook of negotiation and culture (ISBN 08047-4586-2) § Getting to Yes, Negotiating Agreement Without Giving In (ISBN 978-0143118756) § The Art of Negotiation, (ISBN-13: 978-967-0610-91-7) § Breakthrough Business Negotiation (ISBN 0-7879-6012-8)		

Comments	<ul style="list-style-type: none"><li>• Due to the uncertainties regarding the Covid-19 pandemic and the prevailing teaching conditions in the coming months, the form of teaching may vary and, consequently, the attendance requirement may change.</li><li>• For example, roleplay and simulation will be used if classroom sessions go ahead. If not, these activities will be replaced by additional theoretical material and other types of exercises.</li><li>• The main objective is to have as much practical teaching as possible although the methodology and quantity may change in response to the ongoing situation.</li></ul>
----------	--