

2019.HS

Module Name: International Negotiation			
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.		
Program and Specialization	<ul style="list-style-type: none"> § Business Administration - Accounting, Controlling, Auditing § Business Administration - Banking and Finance § Business Administration - Banking and Finance (FLEX) § Business Administration - Banking and Finance (PIE) § Business Administration - Economics and Politics § Business Administration - General Management § Business Administration - Risk and Insurance § Business Information Technology § Business Law § International Management 		
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%;">Module Type: Compulsory Elective</td> <td style="width: 50%;">Program Phase: Main Study Period</td> </tr> </table>	Module Type: Compulsory Elective	Program Phase: Main Study Period
Module Type: Compulsory Elective	Program Phase: Main Study Period		
ECTS	3		
Organizational Unit	W Abt. International Business Leitung		
Module Coordinator	Khaldoun Dia-Eddine (diak)		
Deputy Module Coordinator	-		
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"> § Professional Competence § Methodological Competence § Social Competence § Self-Competence 		
Contribution to Program Learning Objectives	Professional Competence <ul style="list-style-type: none"> § Knowing and Understanding Content of Theoretical and Practical Relevance § Apply, Analyze, and Synthesize Content of Theoretical and Practical Relevance § Evaluate Content of Theoretical and Practical Relevance Methodological Competence <ul style="list-style-type: none"> § Problem-Solving & Critical Thinking § Scientific Methodology § Work Methods, Techniques, and Procedures § Information Literacy § Creativity & Innovation Social Competence <ul style="list-style-type: none"> § Written Communication § Oral Communication § Teamwork & Conflict Management § Intercultural Insight & Ability to Change Perspective Self-Competence <ul style="list-style-type: none"> § Self-Management & Self-Reflection § Ethical & Social Responsibility § Learning & Change 		
Module Learning Objectives	Students... <ul style="list-style-type: none"> § are introduced to the basic principles and key types of negotiations including the principled negotiation model. § are introduced to strategic issues of negotiation and the relevant elements needed for preparing negotiations. § 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.		
Module Content	§ Introduction to negotiation and negotiation types § Preparing for negotiation (context analysis and assessment, strategies, tactics, BATNA, ZOPA, resistance points, power, alliances, etc.) § Conducting and closing deals including persuasion techniques and communication patterns § Impact of culture on negotiation § Role play and simulations as well as self-assessments § "Soft" factors in negotiation (communication, perception, persuasion, emotions) § Analysis of actual negotiations (e.g., Brexit, Catalonia autonomy/dependence, or GIZ fashion industry safety, Iranian nuclear crisis, and others depending on current international developments) as applications		
Links to other modules	-		
Methods of Instruction	§ Lecture § Interactive Instruction § Case Studies	Social Settings Used: Group Work	
Digital Resources	§ Reader § Teaching Videos		
Type of Instruction	Classroom Instruction	Guided Self-Study	Autonomous Self-Study
Large Class	28 h	24 h	
Small Class	-	-	
Group Instruction	-	-	
Practical Work	-	-	
Seminar	-	-	
Total	28 h	24 h	38 h
Performance Assessment			
End-of-module exam	Form	Length (min.)	Weighting
-	-	-	-
Permitted Resources	-		
Others			
	Assessment	Length (min.)	Weighting
Presence and class participation (role plays/simulations/discussions)	Grade	1000	35.00 %
Written Assignment	Grade	-	65.00 %
Classroom Attendance Requirement	Required 80%		
Language of Instruction/Examination	English		
Compulsory Reading	§ (2019). Script – International Negotiation – HS 2019 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	-		