

2019.HS

Module Name: International Negotiation	
Module Code	w.MA.XX.INO-M3.16HS
Module Description	The module 'International Negotiation' provides students with insights and practical advice on aspects of negotiating in an international context. It provides a brief introduction of the key concepts, principles, and basic skills needed to conduct international negotiations and handle international conflicts in a business context. It also focuses on the preparation of negotiations, the influence of culture on negotiations' processes, and the link between communication and negotiation.
Program and Specialization	International Business
Legal Framework	Academic Regulations MSc in International Business dated 10.12.2015, Appendix to the Academic Regulations for the degree program in International Business, first adopted on 12.02.2016
Module Category	Module Type: Compulsory
ECTS	3
Organizational Unit	W International Management Institut
Module Coordinator	Khaldoun Dia-Eddine (diak)
Deputy Module Coordinator	Peter Qvist-Sorensen (qvis)
Prerequisite Knowledge	<ul style="list-style-type: none"> • Foundations of leadership • Basic intercultural knowledge
Contribution to Program Learning Goals (Affected by Module)	§ Professional Competence § Methodological Competence § Social Competence § Self-Competence
Contribution to Program Learning Objectives	Professional Competence § 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 § Problem-Solving & Critical Thinking § Scientific Methodology § Work Methods, Techniques, and Procedures § Information Literacy § Creativity & Innovation Social Competence § Written Communication § Oral Communication § Teamwork & Conflict Management § Intercultural Insight & Ability to Change Perspective Self-Competence § Self-Management & Self-Reflection § Ethical & Social Responsibility § Learning & Change
Module Learning Objectives	Students... § should be able to understand, assess, and evaluate negotiation contexts. § are capable of applying decision-making processes related to negotiations based on models such as game theory and decision-analytic approaches. § differentiate between organizational negotiation cultures. § understand the social influence and information-sharing processes during negotiation. § are able to plan a negotiation starting with the preparation. § can leverage several elements of negotiation in order to increase their chances of reaching an agreement. § are able to conduct a negotiation from start to finish. § are able to select the right negotiation strategy. § are able to conduct negotiation analyses and estimate the possible tactical and strategical alternatives. § are able to evaluate the different messages arriving through different channels during all negotiation phases. § are able to decide which channel to use for what message and when. § are able to use, evaluate, and follow communication patterns.

	§ are able to reflect on their ability to negotiate in order to further understand and analyze negotiations. § are self-motivated to read and link new topics related to negotiation with the knowledge they have acquired. § understand, evaluate, and deal with conflict situations in an international context.		
Module Content	§ Introduction to negotiation, negotiation models, ZOPA, BATNA § Understanding key elements such as power, as well as its sources, usage, and principles of persuasion § Decision-making and game theory for negotiation § Preparing for negotiation (stakeholder analysis, interest evaluation, issues, pre-negotiation phase, strategies, tactics, etc.) § Soft factors in negotiation (communication, perception, persuasion, emotions) § Cross-cultural aspects of negotiation and their influence on negotiation § Humanitarian and e-negotiations § Conflict management and the use of negotiations in finding solutions (using ADR methods) § Roleplay and case analysis covering the theoretical parts of the module § Analysis of an international business negotiation case with ethical context and issues		
Links to other modules	-		
Methods of Instruction	§ Lecture § Interactive Instruction § Application Tasks § Exercises § Discussion § Simulation(s) § Presentation	Social Settings Used: Group Work	
Digital Resources	Reader		
Type of Instruction	Classroom Instruction	Guided Self-Study	Autonomous Self-Study
Lecture	12 h	-	
Excercise	12 h	-	
Project Work	-	34 h	
Seminar	-	32 h	
Total	24 h	66 h	
Performance Assessment			
End-of-module exam	Form	Length (min.)	Weighting
-	-	-	-
Permitted Resources	-		
Others	Assessment	Length (min.)	Weighting
Research subject - class presentation	Grade	-	10.00 %
Participation in a group project/simulation (individual)	Grade	-	35.00 %
Research subject - term paper	Grade	-	55.00 %
Students are not allowed to revise and resubmit performance assessment tasks.			
Classroom Attendance Requirement	60%		
Language of Instruction/Examination	English		
Compulsory Reading	-		
Recommended Reading	-		
Comments	-		