

## Business Negotiation in Practice (English)

<b>Module Title</b>		Business Negotiation in Practice			
<b>Module Title in English</b>		Business Negotiation in Practice			
<b>Module Leader</b>		Prof. Dr.rer.pol. Werner Halver			
<b>Teaching Staff</b>		Dr. Irina Simon			
<b>Courselanguage/</b>		English			
<b>Code</b>	<b>Workload</b>	<b>Credits</b>	<b>Semester</b>	<b>Semester Offered</b>	<b>Duration</b>
EM BN	180 h	6	as of 5th semester	Every semester	1 semester
<b>1</b>	<b>Type of Course</b>	<b>Scheduled Learning</b>	<b>Independent Study</b>		<b>Approx. Number of Participants</b>
	Seminar: 4 h/week	4 h/week (= 60 h)	Total: 120 h		Seminar 15
<b>2</b>	<b>Learning Outcomes / Competences</b>				
	Upon completion of this interdisciplinary module students will be able to:				
	<ul style="list-style-type: none"> <li>• complete a negotiation analysis using technical terms</li> <li>• assess negotiation styles</li> <li>• increase their negotiation power</li> <li>• decide how to resolve ethical dilemmas</li> <li>• use psychological tools and avoid psychological traps</li> <li>• negotiate across cultures</li> </ul>				
<b>3</b>	<b>Contents</b>				
	<ul style="list-style-type: none"> <li>• negotiation theory and terminology</li> <li>• types of negotiation</li> <li>• negotiation styles</li> <li>• negotiation strategies and responses</li> <li>• bargaining skills</li> <li>• case studies: successful and failed negotiations</li> <li>• communication mediums in negotiations</li> <li>• basics of prospect theory</li> <li>• negotiation ethics</li> <li>• conflict- and dispute resolution</li> <li>• conversation analysis</li> <li>• cultural specifics for cross-cultural negotiation</li> </ul>				
<b>4</b>	<b>Teaching Methods</b>				
	seminar, discussion, videos, case-studies, quizzes, role-play exercises				
<b>5</b>	<b>Content-Related Module Prerequisites</b>				
	none				
<b>6</b>	<b>Formal Module Prerequisites</b>				
	none				
<b>7</b>	<b>Type of Exams</b>				
	term paper (12 pages) (100%)Examlanguage: English				

	(evaluation of negotiation simulation in seminar paper)								
<b>8</b>	<b>Prerequisite for the Granting of Credits</b> none								
<b>9</b>	<b>This Module Appears in:</b>  <table border="0"> <thead> <tr> <th><b>Course of Studies</b></th> <th><b>Status</b></th> </tr> </thead> <tbody> <tr> <td>Internationale Wirtschaft - Emerging Markets_ WS2015/16</td> <td>Elective Module</td> </tr> <tr> <td>Internationale Wirtschaft - Emerging Markets_ WS2018/19</td> <td>Elective Module</td> </tr> <tr> <td>Internationale Wirtschaft - Emerging Markets_ WS2024/25</td> <td>Elective Module</td> </tr> </tbody> </table>	<b>Course of Studies</b>	<b>Status</b>	Internationale Wirtschaft - Emerging Markets_ WS2015/16	Elective Module	Internationale Wirtschaft - Emerging Markets_ WS2018/19	Elective Module	Internationale Wirtschaft - Emerging Markets_ WS2024/25	Elective Module
<b>Course of Studies</b>	<b>Status</b>								
Internationale Wirtschaft - Emerging Markets_ WS2015/16	Elective Module								
Internationale Wirtschaft - Emerging Markets_ WS2018/19	Elective Module								
Internationale Wirtschaft - Emerging Markets_ WS2024/25	Elective Module								
<b>10</b>	<b>Weighting of Grade in Relationship to Final Grade</b> Weighting equals the proportion of module credits in relationship to the total number of grade-relevant credits								
<b>11</b>	<b>Additional Information / Literature</b> Required reading will be announced every semester.								