

Valid for 2024.FS

<b>Module Name: International Negotiation</b>	
Module Code	w.MA.XX.INTNE.20HS
Module Description	This module provides students with knowledge and insights as well as practical advice on negotiation in general and on some specific aspects related to negotiation in an international context. It introduces students to key concepts, principles, strategies, and methods used in negotiation and enables them to enhance the skills needed to conduct international negotiations, in particular in a business context.
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	<b>Module Type:</b> Compulsory
ECTS	3
Organizational Unit	W International Management Institute
Module Coordinator	Khaldoun Dia-Eddine (diak)
Deputy Module Coordinator	Peter Qvist-Sorensen (qvis)
Prerequisite Knowledge	Knowledge of business management, international business and leadership, cultural management, and communication.
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... § are introduced/reminded of the basic framework, principles, and key types of negotiations including the principled negotiation model. § are able to understand, differentiate, and use strategies and deal with strategic issues related to negotiation, and synthesize the relevant elements in planning negotiations. § practice using the necessary basic and advanced skills and increase their awareness of the "soft" elements involved in negotiations including communication, persuasion, questioning techniques, improved listening, emotions and micro- (non-verbal) communication, as well as problem-solving methods. § practice the art of planning and conducting negotiations in stages leading to a successful conclusion. § develop an awareness of and the skill to analyze cross-cultural influences on negotiation. § apply negotiation strategies, tactics, and elements in conflict management and use a third party as leverage in conflict resolution negotiations.

Module Content	§ Setting the negotiation framework, negotiation models, and the foundations for international negotiations		
	§ Planning, preparing, conducting, and closing negotiations, as well as debriefing participants while complying with a possible global strategy		
	§ Communication in negotiation and enhancing communication skills for negotiators including soft tools		
	§ Conflict management using negotiations and the intervention of third parties		
	§ Analysis of complex negotiation, debriefing, and ethical and cultural issues related to international negotiations		
Links to other modules	-		
Methods of Instruction	§ Lecture § Application Tasks § Exercises § Explorative Learning	<b>Social Settings Used:</b> § Individual Work § Group Work	
Digital Resources	§ Teaching Videos § Teaching Materials § Practice and Application Exercises (with Key)		
Type of Instruction	<b>Classroom Instruction</b>	<b>Guided Self-Study</b>	<b>Autonomous Self-Study</b>
Lecture	56 h	16 h	
Excercise	-	-	
Project Work	-	18 h	
Seminar	-	-	
<b>Total</b>	<b>56 h</b>	<b>34 h</b>	<b>0 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 and active participation	Grade	-	20,00 %
Written Assignment	Grade	-	30,00 %
Presentation/defense	Grade	20	50,00 %
Students are not allowed to revise and resubmit performance assessment tasks.			
Classroom Attendance Requirement	Mandatory Attendance: 80%		
	Attendance required for some roleplay and simulation activities in the classroom.		
Language of Instruction/Examination	English		
Compulsory Reading	§ Lewicki, R., , R., Barry, B, B. & Saunders, D, D. Lewicki, R., Barry, B. & Saunders, D. Essentials of Negotiation. ISBN. ISBN 007-125427-7. § Gelfand, M, M. & Brett, J, J. The handbook of negotiation and culture. ISBN 08047-4586-2. § Fisher, R, R. & Ury, W, W. Getting to Yes, Negotiating Agreement Without Giving In. ISBN 978-0143118756.		
Recommended Reading	§ Weehler, M, M. The Art of Negotiation. ISBN 978-967-0610-91-7. § Watkins, M, M. Breakthrough Business Negotiation. ISBN 0-7879-6012-8.		
Comments	-		