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| Module number 24 – 26 (BW) 33 (EB) | Module title Specialised Elective Module: Negotiations in the business world | | |
| Code NBW | Semester Depends on course programme | Number of WSH 4 | Module offered Changing Catalogue. Details can be found online. |
| Module coordinator Prof. Dr. Liebethuth | Tuition type Seminar-style tuition with exercises | | Module duration 1 semester |
| Lecturer Sylvie Degeorge, International Guest Lecturer, La Rochelle Business School | Compulsory/Elective Elective | | Course language English |
| Access requirements Course segment 2 | | | |
| Learning outcomes This course offers a comprehensive introduction to negotiation in the business world, including basic concepts, definitions, and theories. In this course, conflicts will be examined, from the perspectives of the stakeholders and the person who contributes to the conflict resolution. Case studies will be discussed in class – with role playing exercises. The current crisis situation will also be discussed to evaluate its implications on negotiation (negotiation online, modern conflict resolution with AI) Based on the above-outlined course description, the expected learning outcomes of this course are: <ol style="list-style-type: none"> 1. To acquire a basic understanding of conflicts and negotiations; 2. To acquire tools and techniques to negotiate in own conflicts; 3. To understand which processes are available in order to resolve conflicts through the help of third parties; 4. To develop communication competencies in order to reduce the risks of conflict in their own matters and to gain the ability to become an actor of conflict resolution 5. To gain understanding for challenges due to cultural differences in negotiation situation | | | |
| <u>Subject skills</u> Students will gain insights into the different definitions, concepts, and use this knowledge to practice conflict resolution. Additionally, the students will acquire knowledge of various cultures which implicate additional challenges in cases of conflicts. We will look at various european countries: Based on the lecturer’s experience, students will look at the cultural differences with France, USA & Singapore. | | | |
| <u>Method skills</u> | | | |

Students will understand the different methods available to communicate and negotiate, and to deal with conflicts when the situation escalate .

Social skills

Students will share their personal experiences and will work in groups on case studies. They will also be encouraged to share their cultural experiences: from leisure travel, intership and work in different countries as well as from personal encounters in their private environment.

Personal skills

Upon completion of the course, the student will acquire critical thinking skills, sustainable management skills, and communication skills.

Content

This is an introductory course to negotiation and conflict resolution, emphasis will be on:

- Types of conflicts
- Behavior & Emotions
- Communication
- Rules of negotiation
- Negotiation Styles: conflict management
- Stakeholders
- ADR (alternate dispute resolution)
 - Mediation
 - Arbitration
 - Conciliation
- Reaching an agreement
- Ethics and fairness
- Cultural differences

Literature

Required reading

Will be announced in the course

Recommended reading

Will be announced in the course

Teaching and learning methods

Lectures, videos, in-class exercises, group projects. The students will also be encouraged to share their readings in class (presentation) or to exchange their readings reports

Type of examination/Requirements for the award of credit points

Requirements for the award of credit points will be announced in the course.

There will be no exam requiring physical presence.

All assignments will be delivered electronically.

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| ECTS Credits 5 | Workload 150 hours | Weighting of the grade in the overall grade 5 |
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