Module number: 24 - 26

Module title: Specialised Elective Module: Negotiation Skills

<table>
<thead>
<tr>
<th>Code</th>
<th>Semester</th>
<th>Number of WSH</th>
<th>Module offered</th>
</tr>
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<tbody>
<tr>
<td>NES</td>
<td>Depends on course programme</td>
<td>4</td>
<td>Changing Catalogue. Details can be found online.</td>
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Module coordinator: Prof. Dr. Gürtler

Tuition type: Seminar-style tuition

Module duration: 1 Semester

Lecturer: Prof. Dr. Gürtler

Compulsory/Elective: Elective

Module language: English

Access requirements:
Course segment 2

Learning outcomes

The qualification goals mentioned below are subdivided into three dimensions. Each dimension corresponds to a target competence level. The following competence levels have been defined:

- Competence level 1 (awareness): cursory awareness of simple structures, only previously learned knowledge is tested
- Competence level 2 (comprehension): basic understanding of multiple structures up to deeper understanding of the relations between structures, learned knowledge is analysed, combined and applied
- Competence level 3 (deep understanding and application): deeper understanding of the relations between structures up to independent transfer and extension of knowledge to new structures, learned knowledge is critically questioned and/or evaluated, interrelations between structures and their consequences are reflected and explained

The competence level of the respective qualification goal is represented by the corresponding number (1, 2 or 3) in the competence descriptions below.

On completing the module the students will have achieved the following learning outcomes:

**Subject skills**
Students acquire knowledge of the stages of and strategies for negotiation following the concept of Principled Negotiation (1). Students have the ability to assess negotiation strategies and appropriate responses in their personal and professional lives and in an international context (2).

**Method skills**
Students are able to apply and adapt negotiation strategies in various professional situations (3). Students can adequately express themselves and achieve their negotiation goals in the English language (2).

**Social skills**
Students acquire negotiation and communication skills for individual, group and multiparty situations (3). Students can apply techniques for conflict resolution and mediation in confrontational situations (2).
Personal skills
Students can confidently represent and promote their interests in negotiation contexts to achieve improved outcomes and value creation (3).

Content
- Fundamentals of Principle Negotiation, including concepts such as interests, positions, BATNA, etc.
- Preparation techniques
- Conflict resolution and mediation
- Multipolar negotiations
- International and multicultural negotiations
- Analysis of case studies based on negotiations in current events
- Language development and vocabulary for conducting negotiations in English

Literature
Required reading
Course documents
Recommended reading

Teaching and learning methods
Seminar-style tuition, student presentations, negotiation simulations

<table>
<thead>
<tr>
<th>Type of examination/Requirements for the award of credit points</th>
<th>Presentation and oral exam (small groups in a negotiation simulation)</th>
<th>Compulsory attendance (min. 80 %)</th>
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<tbody>
<tr>
<td>Other information</td>
<td>Max. number of participants: 30</td>
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<td></td>
<td>Registration necessary. Details can be found in moodle.</td>
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<td>Lecture Times: Will be released in the schedule.</td>
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<tr>
<th>ECTS-Credits</th>
<th>Workload</th>
<th>Weighting of the grade in the overall grade</th>
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<tbody>
<tr>
<td>5</td>
<td>150 hours</td>
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