

## KURSBESCHREIBUNG / COURSE DESCRIPTION

<b>KURSTITEL</b> <i>Course title</i>	<b>Argumentation, Negotiation, and Presentation Skills for International and Intercultural Environments</b>
<b>KURS-ID</b> <i>Course number</i>	
<b>Kursverantwortlicher</b> <i>Person in charge</i>	Language and Electives Centre
<b>Art der Lehrveranstaltung</b> <i>Type of course</i>	Elective (AWP)
<b>Studiengang</b> <i>Course of studies</i>	All
<b>Niveau</b> <i>Course Level</i>	Undergraduate/ Graduate
<b>Voraussetzungen</b> <i>Prerequisites</i>	None
<b>SWS</b> <i>Lessons per week</i>	2
<b>ECTS</b> <i>ECTS (Credits)</i>	2
<b>Art der Prüfung</b> <i>Course assessment</i>	Seminar Paper + Presentation
<b>Unterrichtssprache</b> <i>Course language</i>	English
<b>Dozent</b> <i>Lecturer</i>	Prof. Dr. Michelle Cummings-Koether
<b>Kursziele</b> <i>Course objectives</i>	<p>To learn how to present more effectively in international environments, and in front of diverse audiences. Also, an emphasis will be placed on several methods of presenting and delivering arguments on different levels, depending on the environment that these are being argued in. These skills will also be applied to different types of negotiation scenarios. The goal is to be able to combine these three skills, in order to better navigate different international environments. These skills can also be applied to future job environments, especially in international and intercultural settings.</p> <p>The students will learn presentation, argumentation, and negotiation skills, and at the same time improve intercultural competence.</p> <p>The students will improve their soft skills.</p>
<b>Kursinhalte</b> <i>Course contents</i>	<ul style="list-style-type: none"> <li>• Different presentation techniques, including adjustments for group size and cultural environment.</li> <li>• Argumentation skills on both the emotional and rational levels, designed to interact with different international environments and cultures. Also, argumentation based on basic logic will be implemented through various exercises.</li> <li>• Negotiation techniques for different cultures and</li> </ul>

	environments.
<b>Lehrmethoden</b> <i>Teaching methods</i>	Seminar style workshops with interactive elements, including practice of the learned content.  Several small in-class presentations  Discussions and group work
<b>Lehrbuch</b> <i>Textbook</i>	None
<b>Empfohlene Literatur</b> <i>Recommended reading</i>	Starkey, B, Boyer, M.A. & Wilkenfeld, J. (2016) <i>International Negotiation in a Complex World</i> . Lanham, MD: Rowman & Littlefield Publishers.  Weston, A. (2018) <i>A Rulebook for Arguments</i> . Indianapolis, IN: Hackett Publishing Company
<b>Besonderes</b> <i>Specific Requests</i>	n.a.
<b>Kurs gehört zum Zusatzzertifikat ...</b> <i>Course is part of the additional certificate</i>	This course can be applied to step 3 of the Intercultural Competence Certificate