Department: Faculty of Business Administration

Course title: Negotiation

Hours per week: Block

Number of ECTS credits: 5 ECTS

Semester: 4\textsuperscript{th} Semester

Course objective:
Motivation:
To acquire specific influencing skills and techniques applicable to improving negotiating capability.

To take the opportunity to practice and integrate negotiating skills into your portfolio of business competencies.

Objectives:
\begin{itemize}
  \item To increase awareness of the many opportunities that there are for negotiation and influence in everyday life.
  \item To recognize the significant impact of negotiation skills business and personal life.
  \item To provide a conceptual framework so as to help better recognize the critical components and organizing principles underlying the negotiation and influencing process and how these can be consciously managed
\end{itemize}

Acquired Competencies
Participants will acquire the ability to:
\begin{itemize}
  \item manage future negotiations more effectively
  \item achieve better outcomes through negotiation
  \item enhance their overall effectiveness as an influencer and negotiator
\end{itemize}
• communicate more effectively verbally and non-verbally

Prerequisites: None

Recommended reading:


Teaching methods: Seminar

Assessment methods: AS/FP

Language of instruction: English

Name of lecturer: Dr. Paul Sudnik

Email: Paul Sudnik <paul.sudnik@hm.edu>

Link:
Course content: