### Course Description

**Department**  
10 Business Administration

**Course title**  
Cross-cultural Management and Negotiations

**Hours per week (SWS)**  
4

**Number of ECTS credits**  
5

**Course objective**  
After successful completion of this course, students will be able to apply key theories and tools to manage business tasks, teams and negotiation in a cross-cultural context. Through group tasks and simulations, students will gain practical experience in leading and working in cross-cultural teams. Students will also be familiarized with the dynamics of negotiation and have the skills to navigate cross-cultural discourse effectively.

**Prerequisites**  
English 2nd & 3rd sem.; at least English B2  
Module BA BWL 120 IC; basic knowledge of intercultural communication theory

**Recommended reading**  
Texts and resources will be provided at the beginning of the semester.

**Teaching methods**  
- Interactive seminar  
- Written and research assignments  
- Case studies and analysis in small groups  
- Independent study and research  
- Presentations  
- Peer review and feedback

**Assessment methods**  
Module assignment

**Language of instruction**  
English

**Name of lecturer**

**Email**

**Link**

**Course content**  
- Cross-cultural Management: theory, models and practical application  
- Intercultural business communication  
- Global teams – real and virtual  
- Cross-cultural negotiation strategy and tactics

**Remarks**