

<b>Titel</b>	<b>Basics in International Negotiations: Skills, Personality, Gender and Cultural Aspects</b>
<b>Typ</b>	<b>Fachseminar/Interdisziplinäres Seminar / Soft Skill Seminar</b>
<b>Veranstalter</b>	<b>Dr. Mary Papaschinopoulou M.L.E. – International Corporate Diplomacy &amp; EU Public Affairs</b>
<b>Zeit</b>	<b>7 &amp; 8 October 2022</b>
<b>Ort</b>	<b>Präsenzunterricht</b>
<b>Sprechstunde</b>	

### Inhalt und Ziele

#### Kursbeschreibung:

Negotiations conducted by governments, companies and individuals in the context of international business are increasingly important in today's global competitive setting. Whereas classical negotiation theory builds upon powerful negotiation skills, tools and strategies, recent literature and research suggests that the personality of dealmaker (traits, gender, culture) also matters. This seminar combines basic classical negotiation theory with cutting-edge negotiation psychology tools to enable participants make the best of their own negotiating style.

#### Contents:

- 1) Introduction: Scope, objectives, personal profiling exercise
- 2) Basic negotiation skills
  - Preparing a Negotiation
  - Understanding the zone of possible agreement
  - Practical tools and strategies
  - Personality in negotiations (Personality traits, gender, culture)
- 3)Simulation (real case study)
- 4) Wrap-Up: Evaluation and recommendations for further personal development

#### **Ziele:** -Learn the basic skills by which parties overcome competing interests to resolve a particular issue

- Understand the impact of personality, gender and culture in negotiations
- Explore your own personal negotiating style with modern profiler tools
- Put into practice your dealmaking skills in a simulation

### Themen und Literatur

	Thema	Literatur
1.	Harvard Management Essentials (2003): Negotiation, Boston	
2.	Fisher et al (2011): Getting to Yes. Negotiating agreements without giving in, 3 <sup>rd</sup> ed.. NY	
3.	Hernandez-Arenez, Iribani (2019): Review of Gender Differences in Negotiations, Oxford Research Encyclopedia, <a href="https://doi-org/10.1093/acrefore/9780190625979-013.464">https://doi-org/10.1093/acrefore/9780190625979-013.464</a>	
4.	J. Mulholland (1991): " the Language of Negotiation – A Handbook of	

	Practical Strategies for Improving Communication", Tylor & Francis Ltd	
5.	Benoliel, Mukherjee, Yong (2020): Negotiate, Persuade and create great deals	
6.	Gelfand, Brett (eds) (2004): The Handbook of Negotiation and Culture", Stanford University Press, California	
7.		
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**Bewertung**

**Prüfungsform: ACTIVE PARTICIPATION**