



International Negotiation and Communication Skills

Modul 11M0557 (Version 10.0) vom 04.02.2015

Module number

11M0557

Level

4

Mission statement

The increasing global integration of our today's work environment leads to a greater complexity and places additional requirements on management and staff. Expertise and specific knowledge of foreign languages are the necessary and obvious basis for communication with international business partners.

However, long term international business successfully make, are intercultural skills and international negotiation skills or negotiation skills essential.

Combined with effective communication techniques and emotional intelligence these skills can also secure knowledge and language skills crucial advantages in international competition.

Course content

- Intensive training of advanced technical communication skills in an international setting
- Dimensions of intercultural communication
- The language of negotiation
- International negotiation skills
- Basic Neuro-Linguistic Programming (NLP) concepts and techniques
- The power of emotional intelligence for leaders and organisations

Learning outcomes / skills

Students who have successfully studied this module,

- Have at least knowledge of foreign languages comparable to level B2 according to CEFR (Common European Framework of Reference for Languages)