

Course		Project: Successful Negotiation
Course Number	6591 / 6592	
Exam Number	6591 / 6592	
Course Frequency	Winter Semester or Summer Semester	
Duration	1 Semester	
Contact Hours per Week	4	
Teaching and Learning Forms	1 SWS Seminar 3 SWS Project Work / Case Studies	
ECTS Credit Points	5	
Workload	125 hours <ul style="list-style-type: none"> - Attendance time in courses: 56 hours - Self-study: 69 hours 	
Language	English	
Course Responsibility	Uwe Richter	
Prerequisites for Participation	None	
Content	<p>This project offers the chance to learn negotiation techniques and tricks, so that in the future students can conduct their negotiations successfully and confidently.</p> <p>There will be a focus on practical exercises in which the students can implement the skills acquired.</p> <p>Finally, a general overview and helpful tips will be gained from the perspective of a hotel purchasing agent.</p>	
Target Competencies	<p>Students are able to negotiate with confidence and success in future.</p> <p>This course thus imparts competencies at level 1 of the Qualifications Framework for German Higher Education Qualifications (HQP) at Bachelor level. This applies in particular to the following areas:</p> <ul style="list-style-type: none"> - Knowledge and understanding - Communication and cooperation 	
Examination and Course Achievement	The primary form of examination is the project work.	
Basic Literature	Fisher Roger; et. al. (2011): Getting to Yes. (3 rd edition). Penguin. Shell, G. Richard (2006): Bargaining for Advantage. Penguin.	