



English for Negotiations

Course number:	new
Hours per week:	2
ECTS:	3
Scheduled:	Summer Term
Format:	Interactive lecture / Lecture / Seminar / Lab
Examination:	Oral exam
Lecturer:	Prof. Dr. Sylvana Krauße
Objectives:	To develop and refine the language skills essential for effective negotiation in a professional, intercultural context. Emphasis is placed on understanding negotiation strategies and techniques while using English confidently in various negotiation scenarios.
Contents:	Building negotiation vocabulary, strategies for persuasive communication, and conflict resolution. Practicing key negotiation phases, including opening, bargaining, and closing. Working with case studies and role-play exercises focused on business negotiations. Developing skills for handling cultural nuances, expressing agreement/disagreement tactfully, and achieving win-win outcomes.
Pre-requisites	none
Recommended Reading:	material in Moodle course