



| <b>Negotiating in Multicultural Environments: Case Study EU (Negotiation Simulation)</b> |   |
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| Course number  | 3833  |
| Lecturer   | Prof. Dr. Angress / Prof. Dr. Balleis / Mr. Rother  |
| ECTS   | 2   |
| Number of semester hours   | 2   |
| Type   | PLV Intensive workshop  |
| Duration   | 2.5 days  |
| Prerequisites  | English B2 (CEFR)   |
| Type of exam   | Compulsory attendance   |
| Objectives   | <p>This workshop essentially features a simulated negotiation in the EU as a case study for negotiating in a multifaceted, multicultural setting with a set of EU specificities. This learning method can encourage students to gain a specific set of knowledge and competences:</p> <p>Knowledge and understanding:</p> <ul style="list-style-type: none"> <li>▪ Understanding the complexity of the real world and how to grasp and handle that complexity</li> </ul> <p>Factual knowledge through direct experience:</p> <ul style="list-style-type: none"> <li>▪ About multilateral and multicultural settings and the EU as case study with its specific institutions and decision-making processes</li> <li>▪ About the multilevel nature of the specific EU decision making process i.e. the relationship between the central level /EU institutions and its member states</li> <li>▪ Get to know key stakeholders that determine and influence and shape EU decision-making</li> </ul> <p>Skills and competences:</p> <ul style="list-style-type: none"> <li>▪ Experience of intercultural interaction and collaboration via a simulation game (with ideally international) participants assuming different roles: applying, reflecting and enhancing through this simulation their communication, debating, problem-solving skills</li> <li>▪ The ability to learn, observe and analyse the dynamics of international negotiation situations</li> <li>▪ Research abilities with regards to specific EU-related matters and transnational/disciplinary problem solving (intercultural learning)</li> <li>▪ The learning benefit for the students will be to gain an understanding of – as well as an insight into – how international/EU politics and decision-making – affecting business and citizens alike – work in practice.</li> </ul> |
| Content  | <p>This workshop offers a practical approach and insight into the complexity and institutional power dynamics of the European Union and the importance of cross-cultural negotiation skills.</p> <p>Unlike other courses on International Negotiation the focus here is not on international negotiation theory or techniques but rather the practical stance adopted for and characteristic in the formal setting of EU decision-making, drawing on different disciplines (international relations, EU studies, EU law and economics).</p> <p>It essentially features a simulated negotiation exercise on decision-making in the EU (e.g. Council) that allows students to work and</p>  |

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|                             | <p>communicate in (multinational) teams. Besides some basic input on specificities of EU decision making and background to a selected topical issue of the EU, participants will assume specific roles representing different stakeholders.</p> <p>Input and exercises will essentially focus on the following topics:</p> <ul style="list-style-type: none"> <li>▪ Current Topics of the EU by the EU Institutions visited in Brussels (Council, Parliament, Visitor Centre European Commission, European External Action Service and Role Play in "Parlamentarium")</li> <li>▪ International/Cross-cultural Negotiations</li> <li>▪ EU Institutions and Decision-Making in a Nutshell</li> <li>▪ Negotiating in Practice: Case Study/Simulated Negotiation on Decision-Making in the EU</li> </ul>   |
| International applicability | Ideal for preparing regular students as well as international/incoming Erasmus+ students to use English and negotiation practices in future professional cross-cultural settings.  |
| Bibliography                | A reading list with recommended reading as well as relevant material will be provided in class and via Moodle.   |
| Forms of instruction        | Exercise   |
| Workload                    | <ul style="list-style-type: none"> <li>• contact time 30 h</li> <li>• self-study 30 h</li> <li>• workload 60 h</li> </ul>  |
| Language of instruction     | English  |
| Availability                | Summer term  |
| Notes                       | <p>Summer Term 2026 update:</p> <p>The focus is on an interactive role play stepping into the shoes of a so-called Member of European Parliament in Brussels (MEP) and gaining first-hand insights into the decision-making process of central actors in and of the EU in Brussels. This intensive workshop will take place as an EU study trip to selected EU institutions and bodies in Brussels on 18 &amp; 19 June all day (arrival preferably Wednesday evening/departure Friday afternoon as of 3 pm; co-financing by the faculty of business and law will be granted; travel will be self-organised but supported by your lecturers/dedicated tutors).</p> <p>Students with a dedicated interest in democratic citizenship and the European Union are welcome! There will be a compulsory preparatory hybrid meeting in May (2 hours hybrid/tbc) following registration (including personal details for access to the EU institutions: Council, European Parliament, European External Action Service and European Commission and Parlamentarium) and students need to write a short personal reflection note on their experience of negotiating in the EU (role play). Participation is limited and will be upon QR enrolment/application end of March 2026. Students will also commit to taking part in an EU study survey and actively participate throughout. There will be a dedicated Moodle course for participants accepted onto this course.</p> |