



<b>Negotiating in Multicultural Environments: Case Study EU</b>	
ECTS	3833
Lecturer	Prof.Dr. Angress / Prof.Dr. Balleis / Marcel Rother
ECTS	2
Number of semester hours	2
Type	Blocked seminar
Duration	2.5 days
Prerequisites	None
Conditions for admission to the examination	English B2 (CEFR)
Type of exam	Compulsory attendance
Learning Outcomes	<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><u>Knowledge and Understanding:</u></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><u>Factual knowledge through direct experience:</u></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><u>Skills and competences:</u></p> <ul style="list-style-type: none"> <li>• Experience of intercultural interaction and collaboration via a simulation game (with ideally international)l 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>
Learning 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</p>



	<p>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 communicate in (multinational) teams. Besides some basic inputs about 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>Inputs and exercises will essentially focus on the following topics: Current Topics of the EU International/Cross-cultural negotiations EU Institutions and Decision Making in a Nutshell Negotiating in Practice: Case Study/Simulated Negotiation on Decision Making in the EU</p>
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	24 hours
Language of instruction	English
Availability	Winter term and summer term
Further applicability	The learning outcomes of this workshop - enhanced international negotiation skills - will be sought to achieve through a mix of inputs on the EU as a multicultural setting and negotiation techniques applied and rehearsed in a simulation exercise simulating decision making in the Council of Europe on a topical issue. It also ideally prepares for an international career/a career in an international institution or organisation.