



International Business Law (PRI3008)

Activity type

Group activity

Activity duration

8 weeks/6 ECTS

GCEd elements

perspective-taking, intercultural communication

ILOs

- to develop soft skills facilitating intergroup and intragroup communication
- to reflect upon their responsibility as regards their performance in this task
- to reflect upon their cultural orientation

Teacher preparation

The course coordinator conveys information about expected deliverables of the content. The tutors retain autonomy as to the form and its implementation.

Student preparation

As part of the negotiation strategy assignment, each student group submits a culture-mapping filled by their individual members. Furthermore, each group, representing a particular party, negotiates the dispute at issue with the other group, representing the other party.

Flow

Students are divided into groups and have the opportunity to practice their negotiation skills with the tutor. Based on the feedback, they identify opportunities for improvement and subsequently participate in the graded negotiation component. Their ability to consider the merits of the opposing party's claim while advancing their own interests is instrumental to their performance in this module.

Assessment

Student performance is evaluated with reference to the presentation style, substance, and creativity. This negotiation assignment accounts for 40% of the grade for the course.

Contact

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