

Module	Leadership & Negotiation	
Semester	WPF	
Duration	1 Semester	
Method of Examination	Wahlpflichtmodul	
ECTS	5	
Student's Workload	60 h compulsory attendance + 90 h self-study	
Entry Requirements (MPO)		
Recommended Requirements		
Applicability	MaTMeng	
Type/Duration of Assessment	written exam or oral examination or report	
Teaching Method	The seminar is based on the assessment-center principle. Short presentations of the participants, group work incl. video recording and -analysis	
Module Coordinator	M. Hoogestraat	
Aims and Objectives	Negotiating under Pressure & Leading Human beings to Breakthrough Results	
Course content	The content is structured in the following steps: Social Style The student learns the basic for negotiations and leadership. Identify the social styles as well as observe how human beings behave in different situations. The social style skills will be practically trained to enable the students to deal with different human beings behavior. Negotiation Based on the Harvard Concept developed at the Harvard Law School by William Ury & Co. the course will offer a common process for negotiations under pressure. The objective of the course is to shift the negotiation mindset from a competitive in a cooperative mode. The theoretical content will be moved into practical exercises where based on real examples negotiation skills will be applied. Leadership The session will guide the participant to lead human beings. 10 Leading tactics will be provided and finally brought into practice. The student will be able to lead a group to execute a certain task in using provide presentation skills.	
Literature	Will be announced at the beginning of the course according to the specific topic handled in the lecture set.	
Courses		
Lecturer	Course Title	SPPW
M. Hoogestraat	Leadership & Negotiation	4