

## KURSBESCHREIBUNG / COURSE DESCRIPTION

<b>KURSTITEL</b> <i>Course title</i>	<b>Ethical Questions in international and intercultural Environments. Argumentation, Debate and Negotiations.</b>
<b>KURS-ID</b> <i>Course number</i>	
<b>Kursverantwortlicher</b> <i>Person in charge</i>	Language and Electives Centre
<b>Art der Lehrveranstaltung</b> <i>Type of course</i>	Elective (AWP)
<b>Studiengang</b> <i>Course of studies</i>	All
<b>Niveau</b> <i>Course Level</i>	Undergraduate/Graduate
<b>Voraussetzungen</b> <i>Prerequisites</i>	English language/Presentation techniques PLV
<b>SWS</b> <i>Lessons per week</i>	2
<b>ECTS</b> <i>ECTS (Credits)</i>	2
<b>Art der Prüfung</b> <i>Course assessment</i>	Organizing of a debate, presentation and handout
<b>Unterrichtssprache</b> <i>Course language</i>	English
<b>Dozent</b> <i>Lecturer</i>	Prof. Dr. Cummings-Koether
<b>Kursziele</b> <i>Course objectives</i>	<p>To learn how to present ethical and moral arguments effectively and rationally in international environments, and in front of diverse audiences. Also, an emphasis will be placed on several methods of presenting and delivering arguments on different levels in a debate setting, depending on the environment that these are being argued in, that is based on the foundations that were acquired in the presentation techniques PLV. These skills will also be applied to different types of negotiation scenarios, ethical debates and argumentation skills. The goal is to be able to combine these three skills, in order to better navigate different international environments. These skills can also be applied to future job environments, especially in international and intercultural settings.</p> <p>The students will learn presentation of ethical and moral topics in an effective and rational manner, argumentation techniques, and negotiation skills, and at the same time improve intercultural competence.</p> <p>The students will improve their soft skills.</p>
<b>Kursinhalte</b> <i>Course contents</i>	<ul style="list-style-type: none"> <li>• Advanced presentation techniques, including adjustments for group size and cultural environment.</li> <li>• Argumentation skills from on both emotional and rational levels, including some basic logic exercises.</li> </ul>

	<p>These will be based on international environments and cultures.</p> <ul style="list-style-type: none"> <li>• Negotiation techniques for different cultures and environments.</li> </ul>
<p><b>Lehrmethoden</b> <i>Teaching methods</i></p>	<p>Seminar style workshops with interactive elements, including practice of the learned content.</p> <p>Several public debate sessions</p> <p>Discussions and group work</p>
<p><b>Lehrbuch</b> <i>Textbook</i></p>	<p>None</p>
<p><b>Empfohlene Literatur</b> <i>Recommended reading</i></p>	<p>Starkey, B, Boyer, M.A. &amp; Wilkenfeld, J. (2016) <i>International Negotiation in a Complex World</i>. Lanham, MD: Rowman &amp; Littlefield Publishers.</p> <p>Weston, A. (2018) <i>A Rulebook for Arguments</i>. Indianapolis, IN: Hackett Publishing Company</p>
<p><b>Besonderes</b> <i>Specific requests</i></p>	<p>Public debates on campus, Saturday/evening seminars</p>
<p><b>Kurs gehört zum Zusatzzertifikat ...</b> <i>Course is part of the additional certificate</i></p>	<p>This course can be applied to step 3 of the Intercultural Competence Certificate</p>