



040609 KU International Negotiations (MA) | 2025WS

Chair of International Business: <https://international-business.univie.ac.at/>

Information about the course:

Course Details

4.00 ECTS (2.00 SWS) | compulsory attendance | continuous assessment | course format: on site | SPL 4 - Wirtschaftswissenschaften | Language: English

Course# 040609 | Start: Tuesday, October 21st, 13:15

Course Instructor: Michele Griessmair, PhD
Contact: michele.griessmair@univie.ac.at

Office hours for students: by appointment only

Objectives & Content

The World Economic Forum established negotiation as one of the ten most important skills to have (WEC, 2016). Everybody negotiates, however, managers and professionals should know how to manage conflict and how to negotiate effectively.

The aim of this course is to give students the opportunity to improve their practical negotiation skills and learn experientially. Students will engage in a series of role-playing exercises, experiments, and case studies that address a broad spectrum of negotiation problems. Upon completion of the course, students should be able to identify a variety of negotiation problems and be equipped with different approaches how to solve them, including learning to evaluate the costs and benefits of alternative actions.

The topic of the course include:

1. Planning for and debriefing a negotiation
2. Creating value and crafting mutually beneficial agreements
3. Using and countering claiming value tactics
4. The right strategy at the right time: Balancing creating and claiming value tactics
5. Thinking in utilities: Bundling offers and making concessions
6. Exchanging information: Asking the right questions and providing the right information
7. Effective Communication: The language of creating and claiming value

Course Policies

The course has “prüfungsimmanenten Charakter”. Attendance is compulsory throughout the semester. Absence from two course units is possible. A course unit is a 90-minute session. Further absences will automatically result in a “fail” grade.

Both the course and required assignments will be held in English. During the course active participation is required during all lessons.

Students wishing to take this course must register via u:find/u:space (with points) during the registration period. The maximum number of participants is 50.

Registered students who, for whatever reason, are not able to take the course must de-register electronically by the 28th October 2025, 23:59:00. Students who decide to drop the course after this deadline will be graded with 5 (failed).

It is absolutely essential that all registered students attend the first session on 21 October 2025 (Introduction) as failure to do so will result in their exclusion from the course.

Course Structure

Lectures usually take place from 1.15 pm till 6.15 pm alternately on Monday and Thursday, **except** the Introduction session on 21st October from 01.15 pm – 02.45 pm and the 4th November from 09.45 am to 02.45 pm. Please see the course schedule below for the lecture halls.

Assessment

The assessment consists of two take-home assignments (describing practical applications of key negotiation concepts discussed in class) and short exercises (e.g., completing a questionnaire, experiments). Detailed information about the assignments and exercises will be sent to you via e-mail before the start of the course.

Examination material:

Take-home assignments and exercises based on the topics discussed in class and selected book chapters made available online.

A minimum of 50 percent of the points needs to be attained overall to pass the course. The grading system is as follows:

88% - 100% | 1

75% - 87% | 2

63% - 74% | 3

50% - 62% | 4

Dates & Content

Session	Date/Time	Room
(1)	21 October 2025 (1.15 pm – 2.45 pm)	HS 7
(2)-(4)	27 October 2025 (1.15 pm – 2.45 pm) (3.00 pm – 6.15 pm)	HS 12 HS 15
(5)-(7)	04 November 2025 (9.45 pm – 1.00 pm) (1.15 pm – 2.45 pm)	HS 5 HS 10
(8)-(10)	11 November 2025 (1.15 pm – 6.15 pm)	HS 16
(11)-(13)	18 November 2025 (1.15 pm – 6.15 pm)	HS 16
(14)-(16)	25 November 2025 (1.15 pm – 2.45 pm) (3.00 pm – 4.30 pm) (4.45 pm – 6.15 pm)	HS 7 HS 5 HS 9

Registration/De-Registration

<https://ufind.univie.ac.at/>

Literature

Negotiation books I generally recommend are:

- Leigh L. Thompson (2015) *The Mind and Heart of the Negotiator* (comprehensive textbook, long and sciency, nothing for your bedside table or vacation, but a good read covering all the basics and more)
- Leigh L. Thompson (2013) *The Truth about Negotiations* (short, practice-oriented book covering the basics)
- Deepak Malhotra & Max Bazerman (2007) *Negotiation Genius* (negotiation book for managers; additionally to the basics such as claiming and creating value, it covers psychological aspects of negotiation and real world problems such as confronting lies and dealing with more powerful counterparts)
- Deepak Malhtora (2016) *Negotiating the Impossible* (negotiation book for managers focusing on framing, the negotiation process, and empathy)