

Course: Professional Skills and Community Contribution

credits: 5

Course code	SEVM19PSCC	Modes of delivery	Lecture
Name	Professional Skills and Community Contribution	Assessments	Professional Skills and Community Contri - Assignment
Study year	2022-2023		
ECTS credits	5		
Language	English		
Coordinator	F.J. Guzman Munoz		

Learning outcomes

At the end of this module the student is able to:

- The graduate shows understanding of the differences between distributive and integrative bargaining and can identify them in an applied setting.
- The graduate can describe and analyse the main factors that affect intercultural negotiations in own country and compare them with a second country of his/her own choice.
- The graduate designs and evaluates a negotiation plan based on feedback received after a role-modelling exercise.
- The graduate can design a questioning strategy and evaluate its suitability on a given negotiation situation
- The graduate can explain the arguments that constitute the business case for Corporate Social Responsibility (CSR)

Content

The topics of the Professional Skills module will be:

- Negotiation skills - you will learn about the different types of negotiation styles you can use and practice developing effective arguments. We will also see how questions should and should not be used in a negotiation context and the type of conventions that apply in intercultural negotiations.
- Sustainability - within the topic of sustainability, you will be introduced to concepts like Green Engineering and Cradle to Cradle, as well as Corporate Social Responsibility

Included in programme(s)

Smart Systems Engineering

School(s)

Institute of Engineering

share your talent. move the world.