# Course: Professional Skills and Community Contribution — credits: 5

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| **Course code** | SEVM19PSCC |
| **Name** | Professional Skills and Community Contribution |
| **Study year** | 2024-2025 |
| **ECTS credits** | 5 |
| **Language** | English |
| **Coordinator** | F.J. Guzman Munoz |
| **Modes of delivery** | Lecture |
| **Assessments** | Professional Skills and Community Contri - Assignment |

**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

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