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| <b>Name of module:</b>          | Softskills   |
| <b>Keywords:</b>                | Global engineering, Project Management, International Negotiations |
| <b>Modulenummer:</b>            | <b>ASM 301</b>   |
| <b>Target group(s):</b>         | 3. Semester ASM  |
| <b>ECTS-Credits:</b>            | 7  |
| <b>Language of instruction:</b> | english  |
| <b>Module owner:</b>            | Prof. Erich Schindler  |

**Extent of work (hours)**

| Workload | Contact hours | Self study | Exam preparation |
|----------|---------------|------------|------------------|
| 210      | 105           | 70         | 35               |

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| <b>Prerequisites:</b> | <ul style="list-style-type: none"> <li>• Negotiation English</li> <li>• Some basic business experience</li> <li>• Basic multicultural skills</li> <li>• Cooperative, interactive behaviour, including</li> <li>• assertiveness</li> <li>• good listening</li> <li>• compromise orientation</li> </ul> |
| <b>Total target:</b>  | <ul style="list-style-type: none"> <li>• To become familiar with the basic concepts of global engineering, project management and international negotiations</li> </ul>   |

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| <b>Module content:</b>     | <p>Global Engineering</p> <ul style="list-style-type: none"> <li>• Short introduction and course overview</li> <li>• Principles of global engineering organizations</li> <li>• Looking into a real global engineering organization</li> <li>• Intercultural aspects of Global Engineering</li> <li>• Global manufacturing, purchasing &amp; supply</li> <li>• Excursion: Visiting Engineering and Test Sites at Daimler Trucks</li> <li>• Global development processes and supporting IT structures</li> <li>• Exercise: Global Marketing, Global Sales &amp; Global Service</li> <li>• Summary &amp; Conclusions</li> </ul> <p>Project Management</p> <ul style="list-style-type: none"> <li>• Short introduction and course overview</li> <li>• Basic principles of project management in the global automotive industry</li> <li>• Automotive project management in detail (1)</li> <li>• Automotive project management in detail (2)</li> <li>• Best practice automotive project (example 1)</li> <li>• Exercise: Solving an international engineering task</li> <li>• Best practice automotive project (example 2)</li> <li>• Summary &amp; Conclusions</li> </ul> <p>International Negotiations</p> <ul style="list-style-type: none"> <li>• Interactive / international role plays and background teaching</li> <li>• exchanging experiences of business and other cross-cultural transactions and achievements / failures</li> <li>• discourse and examples aimed at improving individual skills / arguments</li> <li>• Summary &amp; Conclusions</li> </ul> |
| <b>Reference material:</b> | <p>Books about negotiating like Fisher / Ury „Getting to Yes“ , also Alexander Mühlen „International Negotiations“<br/>Lecture scripts</p>   |
| <b>Offered:</b>            | only wintersemester  |

### Submodules and assessment

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|--|---------------------------|
| <b>Title of submodule</b>                      | <b>Global Engineering</b> |
| <b>Type of instruction / form of learning:</b> | Lecture and exercises     |
| <b>ECTS-Credits</b>                            | 2                         |
| <b>Hours per week:</b>                         | 2                         |

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| <b>Aims, learning outcomes:</b> | <ul style="list-style-type: none"> <li>• To become familiar with processes in global projects related to development an manufacturing in automotive industry. Therefore in this course, specialists from the industry clarify different facets of the topic “ global engineering“ .</li> </ul> |
| <b>Type of assessment:</b>      | <ul style="list-style-type: none"> <li>• Final written examination part I: 45 min</li> <li>• Report and presentation</li> </ul>  |

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| <b>Title of submodule</b>                      | <b>Project Management</b>   |
| <b>Type of instruction / form of learning:</b> | Lecture and exercises   |
| <b>ECTS-Credits</b>                            | 2   |
| <b>Hours per week:</b>                         | 2   |
| <b>Aims, learning outcomes:</b>                | <ul style="list-style-type: none"> <li>• This course familiarizes students with the planning, execution and control of interdisciplinary and complex projects.</li> </ul> |
| <b>Type of assessment:</b>                     | <ul style="list-style-type: none"> <li>• Final written examination part II: 45 min</li> <li>• Report and presentation</li> </ul>  |

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| <b>Title of submodule</b>                      | <b>International Negotiations</b>  |
| <b>Type of instruction / form of learning:</b> | Lecture and exercises  |
| <b>ECTS-Credits</b>                            | 3  |
| <b>Hours per week:</b>                         | 3  |
| <b>Aims, learning outcomes:</b>                | <ul style="list-style-type: none"> <li>• to improve language as a tool of interaction</li> <li>• to achieve more satisfying business output</li> <li>• to improve cooperation within your own unit / company</li> <li>• to improve company - customer relationships</li> <li>• to settle conflicts peacefully</li> <li>• to handle difficult situations / partners</li> <li>• to come to better results with international partners</li> <li>• to understand mechanisms of multilateral business and trade fora</li> </ul> |
| <b>Type of assessment:</b>                     | <ul style="list-style-type: none"> <li>• Final written examination 60 min</li> </ul>   |