

Implementation plan Finished

Study unit	International Sales Negotiations (A9201), 5.0
Implementation	CCA1511: 1/2015-2016 (30.09.2015 - 02.12.2015)
Type	DEVELOPING INTERNATIONAL BUSINESS FOR SME'S (A839)
Groups	Primary: CCA15SY Others :
Involved in the project	
Lecturers	Milton Aldrete
Number of participants	Minimum: Maximum:
Enrolment period	18.05.2015 08:00 - 31.05.2015
Main timing for implementation	On working days during daytime
Applicability	For exchange students: Yes For elective studies: No Open UAS student: No Suitable for virtual UAS: No
Teachers	Aldrete Milton (Teacher in charge)
Campus	Laurea Leppävaara
Main location for implementation	At the campus
Implementation method	Other method of implementation Language: English Virtuality: 0 cr Integration of R&D: 0 cr
Implementation class	LbD supporting knowledge and skills development
Focus areas	Service business
Evaluation at the latest	23.01.2016 Storing of graded material ends.: 23.12.2016
Exam days	Real: 2.12.2015 Re-exams: 21.01.2016, 18.02.2016
Having completed the study unit the student is able to	The student is able to: • identify cultural and ethical issues related to sales negotiation and develop plans to respond to them • describe and demonstrate how a salesperson should a) prepare for cross-cultural sales negotiations and b) adjust his/her behavior in a sales negotiation to respect and respond to the cultural background of the negotiation partners
Previous studies	
Previous studies, more information	