

Implementation plan Finished

Study unit	International Sales Negotiations (A9201), 5.0
Implementation	CCA1611: 1/2016-2017 (20.09.2016 - 29.11.2016)
Type	DEVELOPING INTERNATIONAL BUSINESS FOR SME'S (A839)
Groups	Primary: CCA16SY Others :
Involved in the project	
Lecturers	Guest lecturer - Shania Shin
Number of participants	Minimum: Maximum:
Enrolment period	16.05.2016 08:00 - 31.05.2016
Main timing for implementation	On working days during daytime
Applicability	For exchange students: Yes For elective studies: Yes Open UAS student: Yes Suitable for virtual UAS: No
Teachers	Aldrete Milton (Teacher in charge)
Campus	Laurea Leppävaara
Main location for implementation	At the campus
Implementation method	Optima realization/student group Language: English Virtuality: 0 cr Integration of R&D: 0 cr
Implementation class	LbD supporting knowledge and skills development
Focus areas	
Evaluation at the latest	23.01.2017 Storing of graded material ends.: 23.12.2017
Exam days	Real: 29.11.2016
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	