

## Presentation and Negotiation



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***(Ms. Lora West Jr.)***

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GRIN Verlag Apr 2013, 2013. Taschenbuch. Book Condition: Neu. 210x148x1 mm. This item is printed on demand - Print on Demand Neuware - Project Report from the year 2009 in the subject Business economics - Business Management, Corporate Governance, grade: 2,3, University of Applied Sciences Wildau (Wildau Institute of Technology (WIT)), course: Master Studies in Aviation Management, language: English, comment: Presentation and Negotiation Task: A written report covering the following points - a short project description, with details of aims and bene\_ts - an evaluation of preparation and teamwork prior to the negotiation - description and analysis of the negotiation, with a statement concerning the results - assessment of the student's own role in the whole process - a conclusion summarising the learning effect of the whole exercise (and perhaps the whole short course) in terms of negotiation and presentation skills, with reference to literature on negotiation and / or presentation skill , abstract: Project Description: The given scenario for the presentation and negotiation is to discuss which of the teams will be allocated with five million euros to spend on improvements at the University of Applied Science Wildau. The challenge which makes the negotiation complex is that the money will be allocated to one project alone: it is the aim of the negotiation to present the concepts within a timeframe of 15 minutes and to find a joint decision for one project out of three. According to this, one team has to persuade the other teams of the own project which will finally be submitted to the university management. Structuring: 1. Contents 2. Project Description 3. Preparation and Teamwork 4. Description and Analysis of the Negotiation 5. Results of the Negotiation 'Two projects under one umbrella' 6. Assessment of the own role 7. Conclusion 8. Presentation 9. Negotiation 10....



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