

BAIN - Becoming an International Negotiator: Entering the German and African Market is a university project that promotes global engagement in a digital learning environment. In the summer term of 2022, BAIN is funded by a grant from the German Academic Exchange Service (DAAD) and the Federal Ministry of Education and Research (BMBF), which includes a summer school to be held in Sankt Augustin, Germany.

SKILLS OBTAINED

The pilot project took place in 2021 with students from Ghana, Germany and Kenya. The following were some soft skills acquired by the students:

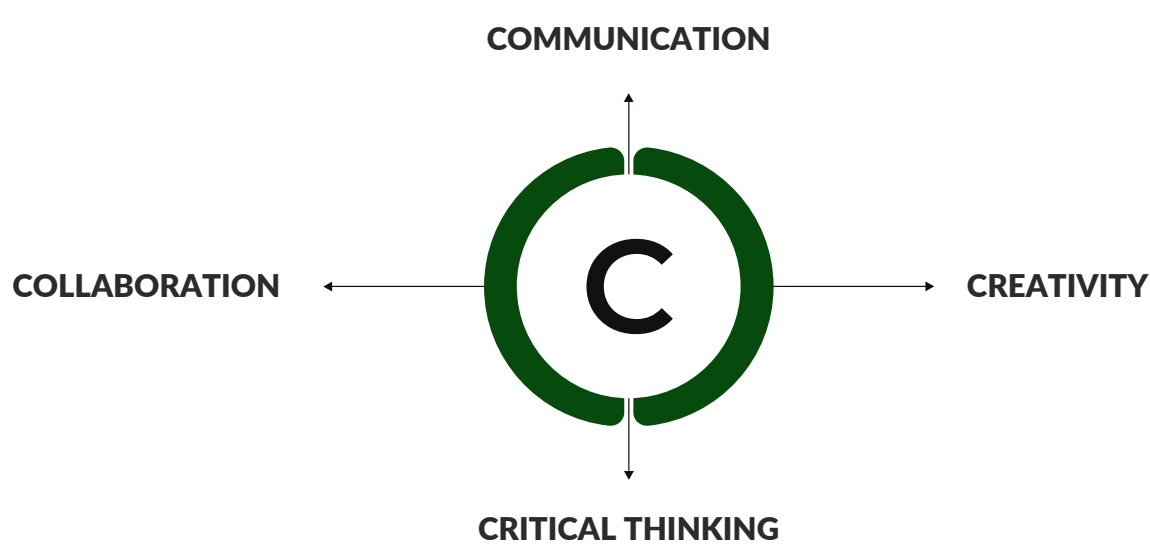
- Intercultural and cross-cultural awareness
- Collaborative understanding and teamwork
- Problem-solving skills
- Time management
- Patience and tolerance
- Critical thinking
- Negotiation skills

The project runs from 14 February – 15 July 2022, where students are required to complete a variety of different tasks that involve individual and group work as well as bilateral negotiation meetings. A selected number of students will travel to Germany to attend the BAIN Summer School 2022 which will also include a hybrid conference and be streamed online for all other participants.

In this project, students evaluate, discuss and reflect on their digital encounters and negotiation skills, the impact of their unconscious and conscious behavior and the relevance of cultural contexts in human communication and negotiation strategies.

STUDENT GOALS

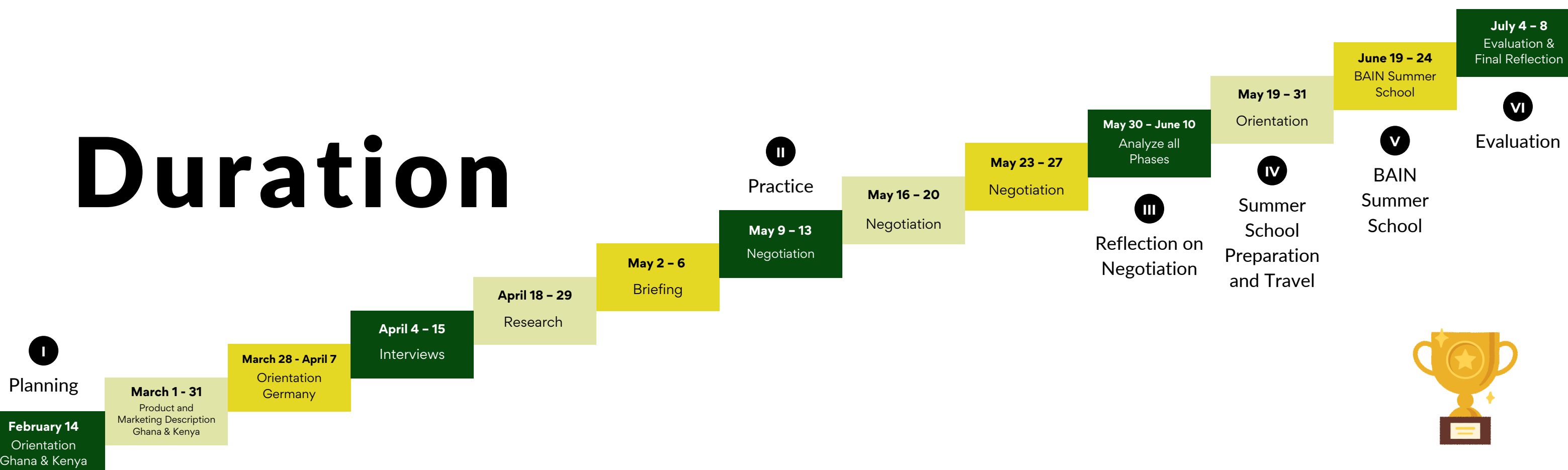
1 Develop 21st century skills



2 Develop professionalism

- 1 Learn to collaborate in a virtual environment
- 2 Learn to work in an international team
- 3 Explain issues and offer creative solutions
- 4 Understand global issues from different cultural perspectives
- 5 Demonstrate analytical and critical thinking skills in working collaboratively with people from different cultures
- 6 Carry out a joint international project

Duration



COLLABORATING UNIVERSITIES AND COUNTRY COORDINATORS

Dr. Gloria K.Q. Agyapong University of Cape Coast, Ghana	Dr. Joseph Owino University of Nairobi, Kenya	Mrs. Regina C. Brautlacht Bonn-Rhein-Sieg University of Applied Sciences, Germany	Prof. (Dr) Jürgen Bode Bonn-Rhein-Sieg University of Applied Sciences, Germany
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