



eLearning Africa

Virtual Exchanges for Skills Development

Friday, May 13, 2022

14:45 – 15:45

Room: MH3

Description:

Join this session to explore the potentials of eLearning in a context of international and intercultural partnerships. The session will share experiences of how virtual collaboration is used in creating cross-cultural awareness, where students can acquire new knowledge whilst developing skills with an international relevance.

Chairperson(s):

[Gerry van der Hulst](#), Three Mountains Learning Advisors, Rwanda

Speakers:

[Joseph Owino](#), University of Nairobi, Kenya

Building International Negotiation Skills through Digital Intercultural Learning: Lessons from Virtual Collaboration between Germany and Africa

Abstract

Doing business internationally requires understanding of the different cultural contexts in foreign countries. The cultural setup of a society influences communication and business negotiation process. Whereas negotiation is an important ingredient in closing business deals, people without exposure to a wide range of cultures are disadvantaged and rarely succeed in getting better outcomes from the negotiations. Hence, Cross-Cultural awareness is an important competence in a globally interconnected world. Cross-Cultural competence is key in establishing negotiation skills and critical thinking capabilities. Although negotiation skills can be acquired through travels and interactions with people from different cultural backgrounds, limitations of travel due to Covid-19 pandemic and financial resource constraints make it difficult for majority of people to explore. The combination of virtual and face-to-face interactions opens new channels to engage student involvement and enables innovative course design that is rooted in offering real-life scenarios with cross-cultural communication. By offering students an opportunity to expand their international exposure,

for African students, the virtual exchange is vital for the enhancement and confidence building mechanism that are important in being an active member in the global community and economy. German students are also given the opportunity to meet and discuss with Ghanaian and Kenyan about doing business in Africa. It is vital to offer personal encounters either virtually or in-person to establish rapport and to gain specialised knowledge about negotiating within a cultural context. Based on our research done over the last years, we see a need to include media literacy or fluency into the curriculum and to expand on the needs and limitations of certain digital communication tools used, when it comes to communicating with countries where the Internet is not as stable. Hence, the use of mobile applications plays a more prominent role than depending entirely on Learning Management System (LMS) integration. Teaching offers must reflect the needs of the students and the respective universities. Finally, the BAIN project is part of the Consortium of Virtual Exchange (www.cove.education), which is a community of practitioners that are involved in virtual exchange.

Rebecca Balinda, Kigali Independent University ULK, Rwanda
A Virtual Summer School as a Use Case for Intercultural eLearning

The graphic features a stylized map of Africa composed of black dots on a teal background. To the right, the text 'eLearning Africa' is displayed in a large, bold, black font. Below this, a downward-pointing arrow is followed by the text '15th International Conference and Exhibition on Education, Training and Skills Development'. In the bottom left corner, the text 'Rwanda Kigali May 11→13 2022' is presented in a bold, black font. The background consists of abstract, overlapping shapes in teal and yellow.

eLearning Africa Conference Website:

<https://www.elearning-africa.com/conference2022/index.php>