



**BUDAPEST UNIVERSITY  
OF ECONOMICS AND  
BUSINESS**

## Blended short-term mobility course 2025

### HOW TO ACE MEETINGS

**1-5 September 2025**

#### From Small Talk to Closing the Deal

##### Course leader

[Zsolia Makranyi](#) - language instructor, Centre for Foreign Languages

##### Language of the course

English

##### Credit value

3 ECTS

##### Registration fee

FREE of charge for BUEB partner universities

##### Organizer

BUEB - Centre for Foreign Languages

##### Participating level

all BA and/or MA students interested – especially recommended for students studying tourism. English skills: B1 and above

### COURSE AIMS:

The aim of this course is to develop students' English language skills with a focus on negotiation skills. Students will be provided with specialized vocabulary and communication strategies through real life examples in order to enable them to be successful in international negotiation situations. By the end of the course, students will have improved their vocabulary skills and will be prepared to take an active part in boardroom discussions. The course aims to guide them through various stages of the negotiation process from ice breaking small talk to closing a deal.

### APPLICATION:

[BUEB SHORT-TERM MOBILITY COURSE 2025 REG. LINK](#)



**APPLY BY  
23 June 2025**

# PROGRAMME OVERVIEW:

This course enhances English communication skills through the context of negotiations. Students will be engaged in authentic situations aimed to help them solve problems, to enhance social skills, fluency and specialised vocabulary needed for successful interactions in the boardroom. Interactive sessions will support the development of intercultural awareness and language competence.

The course concludes with a final negotiation simulation in groups.

## Schedule

1 September	2 September	3 September	4 September	5 September
<b>Monday</b>	<b>Tuesday</b>	<b>Wednesday</b>	<b>Thursday</b>	<b>Friday</b>
Welcome and Ice-breaking	Session	Session	Session	Session
Session	Session	Session	Session	Session
Session	Session	Session	Session	

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