

Négociation interculturelle



En bref

- > **Langues d'enseignement:** Français
- > **Méthodes d'enseignement:** En présence
- > **Ouvert aux étudiants en échange:** Oui

Présentation

Description

This course aims at making students able to lead an intercultural negotiation in a successful way. The different steps in any international negotiation will be analyzed and discussed (preparation, negotiation phase, feedback post-negotiation). Some examples of past intercultural negotiations will be provided.

Heures d'enseignement

CM	Cours Magistral	15h
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Pré-requis obligatoires

Some knowledge in the negotiation process.

Compétences visées

- Understanding the cross-cultural negotiation process.

- Being able to lead a cross-cultural negotiation in a successful way.

Infos pratiques

Lieux

› Chambéry (domaine universitaire de Jacob-Bellecombette - 73)

Campus

› Chambéry / campus de Jacob-Bellecombette