Cultural differences and international negotiation

**En bref**

- **Langue(s) d’enseignement:** Français
- **Méthode d’enseignement:** En présence
- **Organisation de l’enseignement:** Formation initiale, Formation continue
- **Ouvert aux étudiants en échange:** Oui

**Heures d’enseignement**

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**Programme détaillé**

INTERCULTURAL MANAGEMENT BUSINESS NEGOTIATION: Using clear cases the students will learn the basic theories of intercultural models according to Edward T. Hall, Geert Hofestede, Fons Trompenaars and Richard Lewis, et al. Themes covered are time, the organization of space, interpersonal relations and management norms, among others.

**PART 1 - General introduction about international negotiation**

**Appraisal of the students’ background regarding negotiation**

**What negotiation is and what it is not (or should not be). The assertiveness x compromise matrix**

**Reputation of the French negotiators over the world**

**PART 2 – Preparation of an international negotiation process**

**I - Practical aspects preparation**
Compétences visées

The students should be able to identify the cultural differences that could cause problems and choose the proper procedures for managing intercultural teams or negotiating across borders. They should be able to use this information to succeed in the subsequent module on International Negotiation by identifying the zones in which cultural norms would allow consensus and those in which conflict could arise. They should be able to propose successful strategies to attenuate cultural differences. So in other words: Increase the students’ skills in business negotiation

Discover and assimilate the specific stakes of business international negotiation

Get insight into the main negotiation concepts

Analyze a situation : stakes, power distribution

Elaborate a negotiation process : goals, concessions, negotiation matrix

Tactics and behaviour

Ability to adapt the attitudes and behaviours to the counterpart’s culture

Analyze business negotiation cases

Negotiation-related English vocabulary

Bibliographie

Cross Cultural Dialogs: 74 Brief Encounters with Cultural Difference, Craig Storti, Intercultural Press, Nicholas Brealey Publishing, 1994;


The Intelligent International Negotiator, KARSARKLIAN E., Business Expert Press, 2014


Infos pratiques

Lieu(x)

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