

Information : Ce plan de cours est celui du cours [EM46LM54A1](#).

Internat. Busin. Negotiations: Bridging the Cultural Gap (EM46LM54A2)

Program	PGE
Module / ECTS / Path / Specialisation	Module :International skills and competences : 9 ECTS. <ul style="list-style-type: none">● PGE 3A - International and European Business (IEB)
Discipline	Human Resources
Year	2019
Semester	A
Open for visitors	yes (3 ECTS)
Available places	45

Coordinator

Kevin MAC GABHANN

Lecturers

Instructor	Population	Email
Kevin MAC GABHANN	Population	Kevin.MacGabhann@em-strasbourg.eu

Course format

Working language :	English
Volume of contact hours :	20 h
Workload to be expected by the student :	60 h

Course track

Track : Attendance

"Attendance" track :

Attendance at lecture / tutorial classes and intermediate / final exams is mandatory. As evaluation of in class work constitutes an essential element of grading, any absence will be penalized and is taken into account for grading purposes (see academic rules and regulations).

"Autonomous" track :

Attendance at intermediate / final exams is mandatory, but students are free to attend lecture / tutorial classes.

For all Master programs and all other programs realized in the form of dual internships (apprentissage), attendance at lecture / tutorial classes and intermediate / final exams is entirely mandatory. Therefore, only the "Attendance" track can be selected.

Contribution of the course to the educational objectives of the programme

How the course contributes to the programme :

Description

To be successful in international negotiations today, it is not enough to have just a good level of English ; the ability to deal successfully with cultural differences has become essential. This class aims to increase the student's cultural awareness and develop his/her understanding of the cross-cultural dynamics involved in international negotiations.

Educational organisation

In class

Lectures

In groups

Exercises

Projects

Case studies/texts

Oral presentations

Interaction

Discussions / debates

Learning outcomes

Upon completion of this course, students should be able to :

- **Explain** the importance of negotiation
- **Discuss** the Impact of culture on Negotiations
- **Analyze** Process in Negotiations
- **Develop** Intercultural Skills for the workplace

Outline

Class 1:

Introduction, outline and requirements

A global perspective

Importance of negotiations

Role of Culture on IB, workplace

Impact of culture on Negotiations

Slides 1-14 approx P 1

Cog exercise "let's focus on negotiations"

Team selection teams for cases

Team Building negotiation case exercises
Assignments distribution (project cases and reports)

Prerequisites

Key concepts to understand :

Knowledge of :

Appropriate English level and interest in intercultural issues

Teaching material

Documents in all formats

- Syllabus
- Transparencies in paper format
- Case studies

Recommended reading

Major works :

Further reading :

Research works by EM Strasbourg :

Managing Ethno-Cultural Differences in Healthcare Service Delivery in Hospital Settings: The Irish Experience, Kevin Mac Gabhann, Verlag Dr.Kovac, 2015

Assessment

Intermediate evaluation / continuous assessment 1 :

oral / individual / English / weighting : 20%

additional information : Attendance and Participation

This evaluation serves to measure LO1.1, LO2.1, LO2.2, LO2.3, LO3.1, LO4.2

Intermediate evaluation / continuous assessment 2 :

oral (20 min) / in group / English / weighting : 30%

additional information : Team presentation of a case or report

This evaluation serves to measure LO1.1, LO2.1, LO2.2, LO2.3, LO4.2

Intermediate evaluation / continuous assessment 3 :

written / individual / English / weighting : 20%

This evaluation serves to measure LO1.1, LO2.2, LO2.3, LO4.2

Intermediate evaluation / continuous assessment 4 :

written / in group / English / weighting : 30%

additional information : Report based on team presentation

This evaluation serves to measure LO1.1, LO2.1, LO2.2, LO2.3, LO4.2

Grounds for expulsion from classes

Such behaviors as...

arriving late, leaving early or unannounced leaving of the classroom during class time

disruptive eating or drinking in class

using smartphones and laptops for non class-related purposes

reading non class-related documents

chatting on non class-related issues

showing disrespect towards lecturers

... may lead to expulsion from classes.