

Intercultural Management and Negotiation



Course leader	Héloïse TESSIER, International Management and Human Resources instructor. Head of <i>International Recruitment Agency</i> , specialized in the luxury hospitality in the USA.
Course description	This course is intended for students who want to become key players within global organizations. This course will present and develop the leadership and negotiation skills necessary to perform well in a cross-cultural environment as a successful Team Player and Manager.
Course objectives	<ul style="list-style-type: none">> Understand how the culture impacts the Management Styles within global companies> Understand what does team work mean today in an international environment> Master the leadership skills needed to manage an intercultural team> Be prepared for Intercultural negotiation with teammates and business partners
Course topics	<ul style="list-style-type: none">> Challenges in organizing global organizations> Leadership in a cross-cultural environment> International company culture and employee motivation in the International workplace> Negotiation within an international environment
Learning methods	Lecturing by professor Case studies Role plays Live chats
Assignments	Readings, discussions, problem-solving tasks (case studies) and group presentations.
Evaluation	Oral presentation: 100%

**Courses listed are representative and subject to slight changes. The school reserves the right not to open a course where minimum participation is not reached or due to unforeseen circumstances.*