

MASTER MENTION LANGUES ETRANGÈRES APPLIQUÉES (LEA)

PARCOURS MANAGEMENT DE PROJETS INTERNATIONAUX (MPI)

Semestre 9

UE2 ANGLAIS

Négociation internationale

Présentation

Objectifs du cours :

In this class on International Negotiations, we will cover the following topics:

- introducing oneself professionally, updating one's CV and professional networks, job interviews, pitching oneself professionally, one's own cultural profile
- questions of interculturality and intercultural relations
- international negotiations, negotiating situations and skills
- geopolitical facts, country profiles, general culture and knowledge about the current world

Approche proposée :

We will focus on speaking, listening and communication skills, using pair work, group work and role-play.

Prérequis nécessaires :

Fluency in English, good communication skills, general culture and knowledge about cultures around the world

Lectures recommandées :

When Cultures Collide: Managing Successfully Across Cultures, by Richard D. Lewis, Nicholas Brealey Publishing Limited, 1996)

Negotiating Skills (by Tim Hindle, publ. Dorling Kindersley, 1998)

Negotiating International Business (by Lothar Katz, BookSurge Publishing, 2006)

Management Across Cultures: Developing Global Competencies (by Richard Steers, Luciana Nardon, Carols Sanchez-Runde, Cambridge University Press, 2016)

Compétences visées :

Communication à l'oral en anglais à l'international, sensibilisation aux questions d'interculturalité, capacité à négocier dans un contexte international