

## INTERCULTURAL NEGOCIATION

**Diploma:** International Master in Business Studies, 1st year, second semester (Fall)

**Description:** Description: During these 5 days, students will learn how to successfully conduct a negotiation in a cross-cultural setting. This unique training is academically developed, and field-proven and is offered to the students as a true blended-learning experience starting with an online positioning test followed by an alternate program combining virtual animated video sessions with e-learning modules.

To enhance their learning experience, students will conduct face to face B2B negotiations, while working on setting a Joint Venture internationally.

At the end of this journey, students will take an online final test and a certificate will be delivered to them after successful completion of this learning path.

Hours: 20

ECTS: 2

Level: intermediate

Code UE (to mark on the learning agreement): 3AEIIN

