

5.0 credits	30.0 h	2q
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Teacher(s) :	Malhotra Sunita (compensates Aust-Gronarz Ina) ; Malhotra Sunita ; Claes Marie-Thérèse ; Aust-Gronarz Ina ;
Language :	Anglais
Place of the course	Louvain-la-Neuve
Aims :	<p>Help students in International Management to communicate and negotiate effectively within a multicultural environment.</p> <p>The objectives are:</p> <ul style="list-style-type: none"> - to acquire theoretical concepts of contemporary approaches to the pragmatics of communication and its cross-cultural dimensions within a management context. - to provide frame for analyzing cultural interactions and for understanding the ways cultures manage time, space, context, values and actions. - to analyze the differents elements in a negotiation process. - to address specific cultures (such as the Western, Arabic, Chinese,...). <p><i>The contribution of this Teaching Unit to the development and command of the skills and learning outcomes of the programme(s) can be accessed at the end of this sheet, in the section entitled "Programmes/courses offering this Teaching Unit".</i></p>
Content :	<p>Methodology</p> <p>This seminar will use interactive learning approach. The multicultural composition of the student body will be used as a laboratory in order to enhance personal awareness and to provide an effective evaluation of interaction models used.</p> <p>The seminar will be given in a concentrated manner in 2x2 hour sessions which will include:</p> <ul style="list-style-type: none"> -discussion of required readings; -group exercises and role playing -evaluation <p>Three outside experts will be invited to the seminar.</p>
Other infos :	<p>Prerequisites (ideally in terms of competencies) introductory course in European economics.</p> <p>Evaluation : The evaluation is based on class participation and exercise's feedback reports (50%) and term paper (50%)</p> <p>Documents: A reader of 200 pages will be handed out at the first class meeting. the reader will include basic texts, such as, Watzlawick, Pragmatics of human communication; E.T. Hall, On Space and Time in cultures; Nierenberg's Fundamentals of negotiation; Bovee & Thill, Business Communication Today; Sardar, Cultural Studies; Thomas, Cultural Intelligence-Global Skills; Mead, Cross-Cultural Management Communication: Hofstede, Values and Culture</p> <p>Handouts will be provided for each session.</p> <p>Internationalisation 1 international content (does the course tackle international issues related to the course content ?)</p> <p>Skills 1 presentation skills 1 team work</p> <p>Techniques and tools for teaching and learning 1 Internet work</p>
Cycle and year of study :	<p>> Master [120] in Business engineering</p> <p>> Master [120] in Management</p> <p>> Master [120] in Management</p> <p>> Master [120] in Business Engineering</p> <p>> Master [120] in Anthropology</p>

Faculty or entity in charge:	CLSM
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