

**Number of ECTS credits :** 3

**Course language :** English

**Course leader :** BURLAT Claire

**Faculty :** BOZIO NELOS Nikolaos , KAPITSKAIA Olga

## ≡ COURSE DESCRIPTION

This course examines the nature of culture and how this shapes the way people communicate in personal and professional contexts.

## ≡ COURSE OBJECTIVES

To learn, through experience and theoretical concepts, different approaches to intercultural communication and their applications to multicultural team performance and intercultural negotiations.

Students will:

- Explain the impact of cultural diversity on communication in a range of personal and professional settings
- Define and explain the influence of multicultural teams to the team evolution and performances
- Define and explain the specificities of intercultural negotiations
- Experience, through role plays and active case study, the above concepts

## ≡ LEARNING GOALS

## ≡ TACKLED CONCEPTS

Intercultural competence, cultural relativism, ethnocentrism, third space, cultural dimensions, team development stages, intercultural negotiation process

## ≡ LEARNING METHODS

Case studies, discussions, role plays, group projects

## ≡ ASSIGNMENTS

Group work and presentation on “doing business in ...”

## ≡ BIBLIOGRAPHY

## ≡ EVALUATION METHODS

**40 % :** Contrôle continu

**60 % :** Contrôle terminal

**100 % :** Rattrapage

## ≡ SESSIONS

**1**

### **Day 1**

BRIEFING : 06h00

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Intercultural awareness game. Introduction to cultures and studies of cultures. Introduction to intercultural competence. Introduction to multicultural teams. Team project.

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**2**

**Day 2**

BRIEFING : 06h00

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Team project presentations. Influence of culture on intercultural negotiations and communication. Role plays on intercultural negotiation and communication. Personal and group debriefings.

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**3**

**Day 3**

BRIEFING : 06h00

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To be precised : with Nikos Bozionelos

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**4**

**Day 4**

BRIEFING : 06h00

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To be precised : with Nikos Bozionelos

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