

## COURSE DETAIL

### ESCI:CROSS CULTURAL MANAGEMENT & INTERCULTURAL COMMUNICATION

**Country**

Spain

**Host Institution**

Pompeu Fabra University

**Program(s)**

International Business Economics

**UCEAP Course Level**

Upper Division

**UCEAP Subject Area(s)**

Business Administration

**UCEAP Course Number**

164

**UCEAP Course Suffix****UCEAP Official Title**

ESCI:CROSS CULTURAL MANAGEMENT & INTERCULTURAL COMMUNICATION

**UCEAP Transcript Title**

ESCI:CROSSCLTR MGMT

**UCEAP Quarter Units**

5.00

**UCEAP Semester Units**

3.30

**Course Description**

This course analyzes concepts and tools of intercultural communication and cross-cultural management in an increasingly globalized world. Topics include: culture and ethnocentrism in business; models of theory-- Hofstede, Trompenars, Lewis; models of theory-- models for assessments; cultural intelligence; cross-cultural management and human resources; cross-cultural management and marketing; cross-cultural management and sales and negotiation; organizational culture; the global manager.

**Language(s) of Instruction**

English

**Host Institution Course Number**

51742/80336

**Host Institution Course Title**

ESCI:CROSS CULTURAL MANAGEMENT & INTERCULTURAL COMMUNICATION

**Host Institution Campus**

ESCI-UPF Ciutadella Campus

**Host Institution Faculty****Host Institution Degree****Host Institution Department**

ESCI International Business (Escola Superior de Comerç Internacional)

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