

COURSE DETAIL

INTERNATIONAL DYNAMICS AND INTERCULTURAL NEGOTIATION: THE BUSINESS ENVIRONMENT

Country

Spain

Host Institution

Pompeu Fabra University

Program(s)

UPF Barcelona International Summer School

UCEAP Course Level

Upper Division

UCEAP Subject Area(s)

International Studies Business Administration

UCEAP Course Number

134

UCEAP Course Suffix**UCEAP Official Title**

INTERNATIONAL DYNAMICS AND INTERCULTURAL NEGOTIATION: THE
BUSINESS ENVIRONMENT

UCEAP Transcript Title

BUSINESS ENVIRONMENT

UCEAP Quarter Units

2.50

UCEAP Semester Units

1.70

Course Description

The course analyzes global organizational structures and international strategies, highlighting corporate challenges in the face of the complexity of the global economy. It focuses on the means to achieve a competitive advantage, sustain it over time, and the ability to replicate it to target markets during the internationalization process. In addition to corporate strategies, the course discusses cross-cultural negotiation and soft skill strategies.

This course is also referred to as International Dynamics and Cross-Cultural Negotiation: Corporate Environment.

Language(s) of Instruction

English

Host Institution Course Number

59143

Host Institution Course Title

INTERNATIONAL DYNAMICS AND INTERCULTURAL NEGOTIATION: THE BUSINESS ENVIRONMENT

Host Institution Course Details

https://drive.google.com/file/d/18HVcKm8_ozNdCvP2IVJGWnjb10TzigH2/view

Host Institution Campus

ESCI-UPF Campus

Host Institution Faculty**Host Institution Degree**

Host Institution Department

UPF Education Abroad Program

Course Last Reviewed

2024-2025

[Print](#)