

## 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 ENVIRNMENT

**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**

59135

**Host Institution Course Title**

INTERNATIONAL DYNAMICS AND INTERCULTURAL NEGOTIATION: THE BUSINESS ENVIRONMENT

**Host Institution Campus**

ESCI-UPF Campus

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

UPF Education Abroad Program

[Print](#)