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
59143

Host Institution Course Title
INTERNATIONAL DYNAMICS AND INTERCULTURAL NEGOTIATION: THE BUSINESS ENVIRONMENT

Host Institution Course Details
https://drive.google.com/file/d/18HVcKm8_ozNdCvP2IVJGWnjbl0TzigH2/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

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