

International Business Negotiations in Multi-cultural Environments.

Special Feature: Skill-Up for Online Negotiations



With more businesses working remotely online, it is more important than ever to understand the dynamics, challenges and opportunities in negotiating online, using the equipment you already own in a typical NZ setting.

The focus of this course is on maximizing credibility and the resilience of the negotiation conditions by expanding your understanding and command of the tools you already have, matched by a world-class approach.

Learning Outcomes:

By the end of this course it is expected that you will be able to:

1. Advise a company, as a consultant, on a challenge relating to negotiating international business development: scope options, develop and prioritize choices with risk mitigation recommendations.
2. Articulate and communicate effectively how a business should develop and negotiate their international market towards a 5-year horizon, taking into account decisions required to operate effectively in a foreign market environment.
3. Gain confidence, competence, superior tactical finesse and cultural sensitivity in negotiating a business development project in significantly stressful conditions.
4. Understand and manage team dynamics, with consideration of the following:
 - Seeking input from the organization into the International Business Development (IBD) scenario and options.
 - Adjusting to cultural parameters.
 - Identify ethical and legal issues in a given international business development context.

Eligibility criteria:

A minimum of five years practical, professional or scholarly experience of an appropriate kind. Subject to approval of the MBA Director.

Location:

Online sessions via Zoom

Course Coordinator, Author & Sr. Lecturer:

Technology & innovation veteran **Professor Patrick E.J. Rottiers** brings 30+ years of international corporate know-how to the programme.



As a senior lecturer, Rottiers has been teaching international post-graduate programmes (EMBA, MBA) since 2005 at universities and management schools in New Zealand, Europe, Russia, China, Australia.

He has an extra 'higher-education teaching degree' from Antwerp University and is passionate about incorporating the latest pedagogy insights into his programmes.

Rottiers is the quintessential *prac-academic*: someone who blends academia with being an active practitioner in their subject area: a seamless transition between practicing, teaching, research & consulting. Feeding daily international business development expertise back in teaching & publishing.