

Negotiating in a Global Environment

Brief Description:

With business becoming increasingly global and organizations becoming increasingly culturally diverse, it is becoming increasingly important for managers to negotiate in ways that address the complexities of operating in an international, multi-cultural world. This module explores the various negotiation strategies and tactics that enable managers to negotiate effectively within a global environment. By combining workshops that emphasize core negotiation skills with workshops that emphasize international and cross-cultural negotiation topics and insights from negotiators on the ground, this module is well suited for both negotiation novices and those with prior negotiation training and experience.

Setting:

Sydney, Australia provides the perfect setting for learning how to negotiate in a global environment. While Sydney is most famous for its iconic buildings, stunning beauty, and abundance of leisure activities, Sydney is also the economic capital of a country with deep economic ties to both the West and the Asia-Pacific region. Because of its strategic proximity, Australia plays a critical role in many multilateral negotiations involving commerce, diplomacy, and environmental sustainability. In addition, with almost half its population born overseas, Sydney is among the most culturally diverse cities on the planet and hence a microcosm for learning how to negotiate across cultures.

Content Outline:

This module will teach you how to negotiate in a global environment through multiple activities, including:

- Negotiation workshops led by a team of experts that bring insights from rigorous academic research and relevant industry experience.
- Presentations by negotiation experts with first-hand experience engaging in international and cross-cultural negotiations in various contexts, from global supply chains to international mergers and acquisitions to international diplomacy.
- A series of negotiation exercises that reinforce negotiation skills by working with other top MBA students from around the world.

Course format and assessment:

Students will have the opportunity to integrate their learning experience in a group oral presentation and team paper, which will be assessed. Groups will be assigned in advance of the module and will have some time during the module to prepare for the presentation. The group paper is due one week after the Global Network Week is completed.

Other activities:

Students will have the opportunity to learn about Australia's multicultural heritage, including the rich heritage of its aboriginal population. Students will also be able to explore Sydney's world-famous natural beauty.

Lead Faculty:

Josh Keller, Associate Professor of Management at UNSW Sydney

Josh Keller is Associate Professor of Management at UNSW Sydney. Associate Professor Keller teaches Negotiations in the Executive MBA program at the Australia Graduate School of Management. He is a globally recognized scholar in international and cross-cultural management. His research, which has been published in multiple top-tier management journals, encompasses a range of topics pertinent to international and cross-cultural negotiations, including how national culture influences the way managers approach tensions between cooperation and competition in negotiations, the interplay between cultural and gender-related issues in negotiations, and the role of multiparty negotiations in international business strategy. His research builds on prior international industry experience, which included multiple international negotiations while working in the telecommunications and internet sectors in the U.S., China and Southeast Asia. Associate Professor Keller, a native of the U.S., has lived and worked in Australia, China, Singapore and the U.S

