

INB403 - Cross Cultural Management

Course responsible

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Objectives:

The course will give the students in-depth knowledge of cross-cultural issues relevant for working in international management.

After completing the course, students will:

- have an overview of the main theories within the field of cross-cultural management
- understand the implications of these theories for working internationally
- have increased their cultural intelligence (CQ) by developing their awareness of their own culture and appreciation of diverse cultural backgrounds
- have an overview of the main challenges of negotiating internationally
- understand the implications of using English Lingua Franca as a working language internationally, including the use of interpreters
- master strategies to cope with the challenges of working internationally
- be able to work in teams with members from different nationalities

Topics

Introduction to the intercultural field - The cultural dimensions paradigm - Cross-cultural management issues - Multicultural teams - English as a lingua franca in negotiations, presentations and written documentation - The use of interpreters in international meetings - Conflict management - Acculturation: the sojourner perspective - Diversity management - Negotiation sequence filmed for discussion - Cultural areas: e.g. the US, Britain, Norway, Japan (may vary) - Presentations by business executives - Team presentation of project

Prerequisites

Good English oral and written skills

Literature

Riding the waves of culture. Compendium (200-250 pp.) Lecture notes published on it's learning
Additional material published on it's learning

Recommended readings:

A list of recommended readings (books, articles and journals) is available on it's learning

Teaching

Lectures, class discussions, team negotiation, team project presentation

This is a mandatory CEMS course in the spring term. Access is limited to 45 participants each term.

Requirements for course approval

Students must take active part in a negotiation session, or give a prepared presentation on a set topic in class. Attendance is mandatory for 75% of the lectures.

Students taking ENE454 Seminar: Communicating in the Energy Sector will not get full credit for both courses.

Exam

Written exam, 3 hours (60%)

Report (teamwork) to be handed in at the end of term (30%)

Presentation of teamwork (10%)

Candidates must pass all parts of the exam in the same term.

Grading scale A - F.

Computer tools

No specific computer tools required for this course.