



Session II B, July 16-18, 2018

23. Cross-Cultural Negotiation and Teamwork

You have entered into a negotiation, perhaps for a new opportunity at work, solving a multi-cultural problem, or facilitating a new team. In this workshop, with a balance of science and practice, you will gain a foundation in negotiation theory to enter that negotiation with new skills and approaches. We will review empirical research and case studies on how culture influences interdependent decision-making scripts, and explore various approaches to the question: Who adapts to whom and when? Each day, you will engage in two cross-cultural negotiation or multicultural teamwork simulations, creating a common frame of reference for us to uncover assumptions, identify challenges, and develop skills for intercultural decision-making in our workplace and/or training practice. In this program, managers, teachers, and trainers will gain skills for effective cross-cultural decision making, problem-solving, creative idea generation, and teamwork.

Designed for: Managers, employees, teachers, trainers, students

Workshop Objectives

You will have the opportunity to:

- Develop an understanding of how culture influences interpersonal dynamics in interdependent tasks
- Build a toolbox for effective intercultural negotiation and teamwork
- Tackle big questions like “who adapts to whom” with the mind of a scientist-practitioner

Learning Activities

- Dyadic and team-based experiential exercises
- Sharing and analyzing strategies and their impact on outcomes
- Readings and seminar-style discussion
- Personal reflection and goal setting



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