

Business Negotiations in English: A Practical Approach

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Context: The completion of the project is a part of the practical activities designed for teaching the course entitled "Multicultural Organizations Management and Intercultural Communication", which is organized by Universa and funded by the INAEM in 2009-2010. The target students are those whose major is Business and Management or Economics, or others who may involve their professional career in international business environment in the near future.

Objectives: Improve knowledge and management of students in multicultural business situations.

Methodology: Except that the theoretical part is taught by Spanish professors, some of the practical classes are taught by native professors from different nations and cultures. Simulated international business occasions with different activities are designed. English is employed by professors and students.

Results: Negotiations case in another language simulated by natives of other cultures seems to be a strong motivation for many students. The evaluation of the practice given by professors and students is positive.

Conclusions: Some aspects to which good solutions are hoped to find in the future course.

