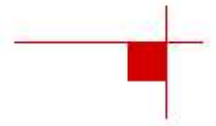


Over 100 years of
developing professional
excellence*



INTERNATIONAL NEGOTIATION MAJOR

January 2009 - April 2009



Objectives

Doing business in an international setting requires skills from different areas and an important professional experience.

The courses provided in the international negotiation Major of ICN Business School are designed to train students to **negotiation techniques**, in an **intercultural setting**, based on a strong knowledge of **the corporation, markets and competition**.

The background in corporate finance and in international culture will be deepened all along the major.

All teachings will be balanced between theory (school professors 50%) and practice (professionals 50%).

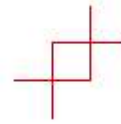
* Depuis plus de 100 ans
au service de l'excellence
professionnelle



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COMMITMENT | COMMUNICATION | INNOVATION





Jobs



- International Trade,
- International Sales Manager,
- Business Development Manager International,
- Export sales Manager,
- Business analyst,
- Key account manager...

Course content (15 ECTS)

Data Mining (3 ECTS): Basic research concepts and techniques, Data sources for international market data (International Chamber of Commerce publications - Incoterms), Resources for determining risk (Coface, Euler Hermès),

Financing and Budgeting (2 ECTS): Balance sheet and income statement assessments, Exchange rate risks, International payments Instruments (letter of credit, cash in advance, sight draft), Methods of funds remittance, Research and analysis of credit history and payment capacity of the potential partner,

Communication and Negotiation (3 ECTS): International communication and negotiation theory,

Global Culture (2 ECTS): World Economy by economic zone, Foreign market entry methods, Market analysis,

Settling a Negotiation (3 ECTS): International contract law theory, Writing an international contract exercise, International sales practice with professionals,

International purchasing and sourcing Strategy (2 ECTS): Understanding international sourcing strategy, identifying the steps of a sourcing strategy.

Introduction to Business Research (2 ECTS): Writing a business research paper.

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