GET A DEAL: INTERNATIONAL NEGOTIATIONS IN PRACTICE

Professor: **Barthélémy Michalon**
Language of instruction: **English**
Number of hours of class: **12**

Objective of the Course

This course aims at discovering, acquiring and practicing basic negotiating techniques, especially in an international context. Throughout the course, students face a wide variety of scenarios and challenges (ranging from everyday life situations to international issues), which they are expected to tackle by resorting to negotiation, with different degrees of complexity.

Summary

The sessions are structured to ensure that theoretical explanations provided at the start of each session are immediately applied through interactive exercises and negotiation models within the same class, enabling knowledge to be swiftly transformed into practical competence.
Twice during the course, students engage in extended role-playing scenarios. The first is a fictitious trade negotiation where students face successive dilemmas, with instant feedback on the consequences of their decisions. In the second setting, a diplomatic negotiation involves two fictitious countries vying for control over a group of islands. Students utilize available information, such as maps and historical context, alongside the practical skills developed throughout the course to reach an agreement.

Professor's Biography



Barthélémy Michalon holds a PhD in Political Science from Sciences Po, specializing in digital politics.
He has been teaching International Relations at Tecnológico de Monterrey (ITESM) in Mexico for over fifteen years, covering a wide range of subjects including Geopolitics, International Negotiations, Europe, World History and Strategic Prospective.
Barthélémy published various articles in indexed journals, as well as several case studies on foreign policy and international relations. He frequently includes case studies and other role-playing activities in his courses, strengthened by technological tools.