

Global Learning Semesters

Course Syllabus

Course: MGT-445 Cross Cultural Management

Department: Management and MIS

Host Institution: University of Nicosia, Nicosia, Cyprus



Course Summary		
Course Code	Course Title	Recommended Credit Hours
MGT-445	Cross Cultural Management	3
Semester Offered	Contact Hours	Prerequisites
As needed	42	Senior Standing
Department	Level of Course	Language of Instruction
Management and MIS	Upper Division	English

Course Description

1. Social construct of culture, Cultural analysis model
2. Workforce Trends
3. Negotiation skills and strategies, Styles of negotiations
4. Cross Cultural Negotiations, Understanding Chinese and Japanese
5. Culture shock, Acculturation issues, re-entry issues
6. Global leadership and business ethics
7. Doing business with North Americans
8. Doing business with Latin Americans and Asians
9. Cross Cultural Management Case Study Presentations

Instructor

Dr. M. Katsioloudes

Course Aims and Objectives

This course aims to provide participants with an intellectual and an experiential forum for developing the interpersonal, intercultural communications and interaction skills necessary for international managers. As we move into the 21st century, where globalization is dramatically shifting and demographics are changing, it is vital that our workforce has a solid and practical understanding of the interrelationships between the self and world economy. The ability to communicate cross culturally and understand diverse perspectives is a necessity in order to achieve a competitive advantage in our global economy. This course is much more than the study of cross-cultural communication. It involves the study of international business practices and managing diversity in the context of understanding multicultural and international affairs

Teaching Methods

The course is delivered through a mixture of lectures, case studies discussions and presentations.

Course Teaching Hours

42 hours.

Evaluation and Grading

Assignments:	20%
Tests:	30-40%
Final Exam:	40-50%

Readings and Resources

Required Textbook

Philip R. Harris and Robert T. Moran, *Managing Cultural Differences (MCD)*, Gulf Publishing Company, Fifth Edition., 2000.