

OIELSX06 – Cross-Cultural Communications & Management

Professor: Maya Putois

Contact information:

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Department: International affairs

Semester: 1

Course level: L3 Undergraduate

Domain: Economics / Management / Social Sciences

Teaching language: English

Number of in-class hours: 33

Number of course sessions: 10 + Exam

ECTS: 6

Course description and objectives

Course description

This is not a course about “dos” and “don’ts”. It is first and foremost about finding out about our own behaviours and about how other cultures see us. It involves stepping back from our own vision of things and trying to look at the world through a multitude of other lenses.

Cultures and cultural change do not just “pop” out of thin air. This course seeks to delve deep into the origins of variations in intercultural behaviour in a wide range of contexts (e.g. related to business, management, finance, psychology, sociology, geo-political, economic and legal issues etc.).

We will be covering behaviours from cultures (and sub-cultures) around the globe from the Americas to Europe to Asia. In one module we will explore how the beginnings of Arab culture could help explain problems today. The course will also be largely focused on Asian cultures (China, India, Japan and Singapore especially).

Additionally, there is a tailor-made side to this course, which will encourage students to choose subjects for their written assignments that they have either always wished to explore or that will help them in their future projects.

Students will be provided with both hard and soft copies of a variety of subjects to read for homework.

Course Objectives

We are aiming at a better understanding and awareness of what makes cultures (national and sub-cultures). This is a course that prepares our students for their future in any multi-cultural environment. Students who have either taken up positions in new cultures or who have pursued their studies abroad have shown their appreciation of how this course has provided them with cross-cultural insights, analytical tools and above all with confidence in their own ability to survive in a world of strange “otherness”.

To help the student develop a new way of approaching other national and sub-cultures, so that they can manage multi-cultural teams effectively.

To help students develop captors that will allow them to predict and iron out cross-cultural misunderstandings.

Prerequisites

International exchange students or Dauphine students fluent in English or with a very minimum of an upper-intermediate level.

Learning outcomes

By stepping back and looking at their own culture through the prisms of other cultures, students will learn how to adjust their levels of communication to others.

This course will moreover, provide students with knowledge and understanding of other cultures that will enable them not only to survive in a large variety of multi-cultural environments, but also to manage teams made up of either a culture that is foreign to them or of mixed-cultures.

Students will develop tools, which will help them understand what motivates group behaviour. They will also be more comfortable when presenting their work projects to a foreign audience and for instance, when negotiating in foreign countries / a multi-cultural environmentXXX

Assignments and grading

Continuous Assessment will make up 50% of the total marks and the final exam the other 50%. Continuous Assessment comprises participation in class, a group presentation, and a written assignment.

The numerical grade distribution will dictate the final grade. The passing grade for a course is 10/20.

Class participation: Active class participation – this is what makes classes lively and instructive. Come on time and prepared. Class participation is based on quality of comments, not quantity.

Exam policy: In the exam, students will not be allowed to bring any document (except if allowed by the lecturer). Unexcused absences from exams or failure to submit cases will result in zero grades in the calculation of numerical averages. Exams are collected at the end of examination periods.

Course structure

Session	Topic
1	No student presentations Classwork: 1) Course Logistics explained 2). 'Getting to know you.' 3) What is Culture? HW for next class: Read pack on Categorising Cultures
2	Student presentation Classwork: Categorising Cultures – Hall, Hofstede, Trompenaars and Philippe d'Iribarne HW for next class: read pack on Individualism and Collectivis
3	Student presentation Classwork: Individualism and Collectivism; Education and Upbringing seen cross-culturally HW for next class: prepare for Quality of Life class test.
4	No student presentation Class test/discussion on Quality of Life-How leisure, work, food, alcohol, medication, corruption, seduction are perceived within different cultures-Links to religion- Group work on articles HW for next class: begin to prepare for your Written Assignment.
5	Student presentation Classwork: Islam Classwork: Begin Time seen cross-culturally No HW for next class: read Space Pack for class discussion and group activities
6	Student presentation Classwork: Finish Time seen cross-culturally and start Space HW for next class: prepare for Ethics of Eating seen cross-culturally
7	Student presentation and Guest speaker presentation Classwork: Ethics of Eating HW for next class: prepare for India and China.
8	Special Presentation by students Classwork: India and China HW for next class: read Origins of Culture pack.
9	Special Presentation by students Classwork: Origins of Culture – Part 1

	HW for next class: read Verbal and Non-Verbal Communication pack.
10	Special Presentation by students Classwork: Origins of Culture – Part 2 Classwork: Verbal and Non-Verbal Communication Part 1
11	Final Exam

Bibliography

No prescribed book. Soft /hard copies will be distributed. You will be able to borrow books from your course teacher from a vast collection of works on all the subjects dealt with in class.

- “When Cultures Collide” by Richard Lewis (Nicholas Brealey International, 2006)
- “Cultures Consequences” and other books by Geert Hofstede (Sage Publication 1984).
- “Riding the Waves of Culture” and other books by Trompenaars (Mc Graw Hill, 2012)

Moodle

This course is on Moodle.

Academic integrity

Be aware of the rules in Université Paris Dauphine about plagiarism and cheating during exams. All work turned in for this course must be your own work, or that of your own group. Working as part of a group implies that you are an active participant and fully contributed to the output produced by that group.