

REGISTRATION

Register before August 31, 2003 and receive a discount!

The FDIB registration fee includes three nights accommodations at the La Quinta Inn, transportation to/from the Thomas Center, refreshments, most meals, and workshop materials.

	Before 8/31/03	After 8/31/03	On-site 10/16/03
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<input type="checkbox"/> Register me now!	\$1,250	\$1,400	\$1,600
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Circle the appropriate fee

Please send me scholarship information

Name

Title & Work Address

Phone and Fax numbers

e-mail

Amount due _____

Check enclosed

Visa

MasterCard

How did you hear about the workshop? Please check all that apply.

- Direct mail
- Email
- Colleague
- Print advertisement
- Calendar listing
- Duke CIBER web site
- Other web site
- Other

Credit Card # Exp. date

Signature

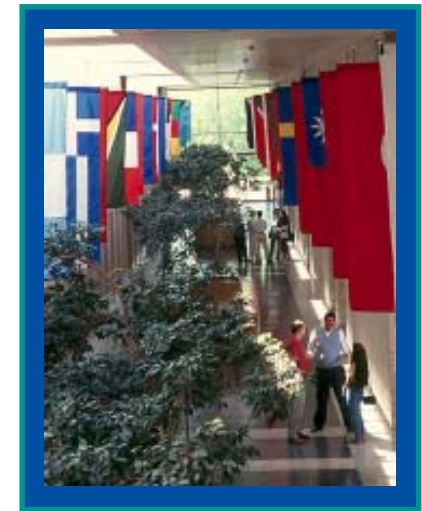
We would like our participants to get to know each other before the workshop. Please send the Duke CIBER a brief biography, current CV, and a photograph that we can post on our web site. Email submissions and digital photos welcome.

CIBER
FUQUA SCHOOL OF BUSINESS
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STRATEGIES FOR TEACHING INTERNATIONAL NEGOTIATIONS

October 16-19, 2003

Fuqua
School of
Business



Duke
University

Cosponsored by the CIBERs at Columbia University,
Michigan State University, Purdue University,
University of California Los Angeles,
University of Colorado at Denver,
University of North Carolina at Chapel Hill,
University of Texas at Austin and University of
Wisconsin

CENTER FOR
INTERNATIONAL BUSINESS
EDUCATION AND RESEARCH

STRATEGIES FOR TEACHING INTERNATIONAL NEGOTIATIONS

Designed for faculty from diverse fields who would like to incorporate international business negotiation into their pedagogy. Participants will be provided with the automatic grounding in both international business and negotiation on October 16th, providing the basis on which we will build the primary workshop elements. Included will be a systematic survey of key arenas in the study and practice of international business negotiation; in-depth consideration of selected arenas such as firm-firm and firm-NGO negotiations; and demonstration of field-tested materials useful in engaging students and conveying key learning about international business negotiation.

Faculty attending the workshop will have the opportunity to assess their own cultural communication styles using an exciting new on-line resource, [InterCultural Edge](#)®, based on Richard Lewis' book *When Cultures Collide* and undergoing further development in association with the Duke CIBER. They will also participate in a role-play negotiation simulation, thereby gaining new insights into how this particular type of assignment might fit into a course.

ACCOMMODATIONS

Workshop sessions will be held at the R. David Thomas Executive Conference Center, located adjacent to the Fuqua School of Business. The Thomas Center combines state-of-the-art meeting facilities with fine cuisine and a remarkable degree of warmth and personal service.

Participants will stay at the La Quinta Inn, which features a heated pool, spa, fitness center, and laundry facilities. Transportation to/from the Thomas Center will be provided.

FEES

The registration fee includes 3 nights at the La Quinta Inn, meals (except Saturday night dinner in Chapel Hill), and workshop materials. There is a discount for early registration and for faculty from cosponsoring CIBER schools. \$500 scholarships will be available to faculty from minority and underfunded colleges and universities. Please contact the CIBER for more information.

GETTING TO DUKE

Duke University, in Durham, NC, is conveniently located near both I-40 and I-85. The area is served by the Raleigh-Durham International Airport, and there is an Amtrak station in Durham. Taxi service between RDU and Duke averages around \$30 one way. Driving directions will be posted on the CIBER web site.

ABOUT THE FUQUA SCHOOL OF BUSINESS

In its relatively short history, the Fuqua School of Business at Duke University has established itself as one of the leading business schools in the world. Our first class in 1970 numbered 12 students; today, the annual enrollment is approximately 1,000. In addition, more than 2,000 managers and executives of leading firms worldwide attend our non-degree Executive Education programs each year. The *Financial Times* recently ranked Fuqua No. 2 in the world in overall executive education, while U.S. News & World Report ranked the daytime MBA program at No. 7.

PAST PARTICIPANTS SAY:

"The experience is incredible. I not only got great material and ideas for my teaching, but I got to meet incredible people. The Duke CIBER staff were very nice and friendly and worked hard to provide us with the best of the best."

"The highly interactive nature of the [workshop] engages participants in a way that models what we should do as professors...the connections made with other participants are invaluable."

"A very valuable, informative, and fun workshop. I will immediately apply some of what I have learned!"

WORKSHOP LEADERS

Dr. Steve Weiss, Associate Professor of Policy and International Business at the Schulich School of Business, York University (Toronto). A specialist in international negotiation, he has taught the subject for over 20 years in academic and corporate settings. In 2000, he received the Schulich School's top award for MBA teaching. Currently, he also delivers negotiation modules at HEC School of Management (Paris). Prior to joining the Schulich faculty, Professor Weiss taught at the University of Pennsylvania and New York University's Stern School of Business.

Dr. Hildy Teegen, Associate Professor at George Washington University, Washington, DC. Professor Teegen's research and teaching are in international business, focusing on international business negotiations and foreign market analysis. She has published research on crossborder alliance and franchise negotiation. She serves as a negotiations facilitator, consultant, and trainer to firms, NGOs, and governments in the U.S., Latin America, and the Caribbean.

Dr. Arie Y. Lewin, Professor, International Management and Sociology at Duke University, Director of the Duke CIBER, and Editor-in-Chief of the *Journal of International Business Studies*. His primary research interest is the coevolution of new organizational forms, and he is the lead investigator for the international research project on new organizational forms in the Internet Age (NOFIA). Dr. Lewin was the founding Editor-in-Chief of *Organization Science*.

Dr. Marta White, Assistant Professor and Program Director for the European Study Abroad Program, J. Mack Robinson College of Business, Georgia State University. Teaching is her passion, and she has received several awards for teaching excellence. She is the author of several Cross-Cultural Role-Play Negotiation Simulations published by the Duke University CIBER. Her research interests include strategy/structure/performance linkages and has published papers on a resource-based view of Heidelberger Druckmaschinen, A.G., analysis of a gainsharing program at a large MNC, environmental assessment, corporate performance and risk.

Jeff Russell, CIBER Project Manager, works directly with Richard Lewis Communications and Fuqua faculty on the InterCultural Edge® project, integrating a seamless cross-cultural component across the curriculum. Jeff graduated with a B.A. in Cultural Anthropology from the University of Arizona and studied at Peking University and Taiwan Normal. Before arriving at Fuqua, he advised companies in the Bay Area on doing business in Asia.

