

71st Annual Meeting
SAN★ANTONIO
August 12-16, 2011



Professional Development Workshop

“Teaching International Negotiation”

Organized by the IM Division Teaching Committee

DATE: Friday, August 12, 2011

TIME: 9:00 am to 4:00 pm (including lunch)

VENUE: Room 213 B, San Antonio Convention Center

International negotiation is an essential activity for many managers. This PDW will help management teachers enrich their coverage of international negotiation. It is intended for all instructors who have taught or are interested in teaching international negotiation as a stand-alone course or as part of another course. The negotiation modules may be used to teach a variety of courses and subjects.

Designed to be highly interactive and to address specifics of particular teaching methods, as well as general pedagogical concerns, the PDW will consist of two main sessions: one centering on case discussion, and the other on simulations and role-plays. New materials, including the East-West case and the North-South simulation will be featured in this PDW. The PDW will discuss ways to handle in-class challenges and stimulate information exchange and innovation among participants.

The presenters of this PDW have over 25 years of experience teaching international negotiation, and all participants will have the opportunity to interact with them individually in small-group settings and jointly in team-taught plenary forums. Open to experienced and new teachers alike, the PDW will concentrate on ways to improve the effectiveness of teaching international negotiation.

Please note that this PDW has a limited capacity of 50 participants, pre-registration is required, and participants will be given materials to prepare for the PDW in advance.

How to pre-register?

To register online, please visit <https://secure.aonline.org/PDWReg>.

The **deadline** to register online is **August 10, 2011**.

We look forward to your participation in this PDW.

Presenters



Steve Weiss

Chair, Teaching Committee
Schulich School of Business
York University
sweiss@schulich.yorku.ca



Raymond Saner

University of Basle (Switzerland)
and Sciences Po (Paris)
saner@csend.org