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KEDGE BUSINESS SCHOOL

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Courses taught

IESEG School of Management, Grande École, MIB, & MBA

- Practical Negotiation Skills
- Introduction to Negotiation
- International Negotiation
- Negotiation for International Managers
- Multi-party Negotiations
- Negotiation Research Methodology
- Business Games

Ewha Womans University, School of Business Administration, MBA

- Introduction to Negotiation

Northwestern University, Kellogg School of Management, MBA

- Negotiations

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Phillips, K.W., Kim, S.Y. & Shim, S. (2010) The Value of Diversity in Organizations: A
Social Psychological Perspective. In De Cremer, D., Murnighan, J.K., & van Dick, R.
(Eds.),

Cohen, T.R., Gunia, B.C., Kim, S.Y. & Murnighan, J.K. (2009) Do groups lie more than
individuals? Honesty and deception as a function of strategic self-Sc 0 Tw -283.45h1 TfB (J(opl)u1 (