

Exchange Week for foreign visiting professors
12th – 16st of March of 2018
ISCTE-IUL, Lisbon

Professor: Kinga Konczey

University: IBS Budapest

Country: Hungary

Brief CV

Strong executive education background: 25 years of teaching experience in management education at undergraduate through to graduate, MBA and executive MBA level. Great cultural adaptability developed through experience in working in a variety of educational systems (Australia, US, Mexico, Hungary, France, Denmark, UK, Latvia, Lithuania, Spain). Highly experienced in intensive teaching (few weeks long) and executive programs. Extensive teaching portfolio in 'soft management' areas both semester long and intensive format (Organisational Behaviour; Decision Making; Negotiation and Conflict Management; Cross-Cultural Management; Management Skills, Personality Development, Team Building). Highly motivated and dynamic personality, with consistently outstanding student feedback

On-going research topic

Managing Intercultural Business Negotiations the effectiveness of various education systems

Topic of lecture for the students

Managing Intercultural Business Negotiations

Outline of lecture for the students

This session will explore how culture shapes management practices in international organisations, or in cross-cultural business settings. Participants will experience different aspects of cross-cultural management through an interactive intercultural negotiation simulation and will be provided with a variety of concepts and tools that will empower them to successfully interact with other cultures.