



Examen de fin de semestre (Automne-décembre 2017)

Matière : Anglais des affaires 1

Durée : 1h30

Responsable : Hamid HOUSNI

Niveau : 3^{ème} année (S5)

Answer ALL the following questions :

1-Define and illustrate the following:

(6 marks)

a-The SHARK strategy of negotiation.

b-The CARPE strategy of negotiation.

2-To what extent can we talk about the realistic existence of the DOLPHIN strategy in human negotiation and life?

(6 marks)

3-Different cultures have different styles of negotiation. COMPARE and CONTRAST collectivist and Individualist cultures in the way they proceed in their negotiations. Provide illustrations.

(8 marks)

- GOOD LUCK-