Intercultural Negotiation is an interactive technical note that explains the bargaining process, the best bargaining techniques and how to bargain in diversity.

The documentation is developed through the following chapters:

- Negotiation process
- Negotiation techniques
- Negotiation and diversity
Using interactive exercises, students analyse the components of the bargaining process, focusing on an efficient preparation and creating a suitable climate. Students will also use techniques to improve communication, resolve standstills, and positively influence interlocutors.
Through a case study the student has the opportunity to put to practice the concepts learned.