



## STRATEGY & MANAGEMENT

**Dominique MULATIER**  
Lecturer in International Trade

### CONTACT

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### BIOGRAPHY

Dominique Mulatier is Anglo-French by birth and has been a consultant in international trade for over twenty years. She was responsible for Latin America and South East Asia within the ICC (International Chamber of Commerce). She has written numerous practical guides for the MOCI - Moniteur du Commerce International, a major French magazine specialized in international trade, participated in the updating of the LAMY Transports Volume II and conceived 'Keywords in International Trade', the first practical dictionary in 5 languages published by the ICC.

Beside her consulting activity with French and foreign companies, she lectures on the EEE (ESSEC Executive Education) campus, in various business schools' 5<sup>th</sup> year masters and provides in-house training.

### EDUCATION

1973: Trilingual (English, German, Spanish) three-year graduate degree, ESIT, École Supérieure des Interprètes et Traducteurs, Paris.

1970: Language degrees, Universities of Heidelberg (Germany) and Barcelona (Spain).

### RESEARCH AREAS

- International Trade
- Supply Chain Management

### TEACHING AREA

- International Import/Export Management
- Supply Chain Management

### TEACHING PROGRAMS

- Master in Strategy and Management of International Business

### PROFESSIONAL EXPERIENCES

Since 2013: Lecturer at IPAG

Since 1985: Independent consultant and lecturer

## SELECTED PUBLICATIONS

2000 - 2003: Practical files on international trade for the weekly **French magazine " Le MOCI "**, a "must" for French exporters: Logistics subcontractors - L/C vs. SBLC - Cargo insurance - Legal framework for international sale contracts - Transport documents.

1995: **LAMY Transports, Tome II**. Updating and overhaul of the section « International sales » of this legal « bible » for international trade.

1988 - 1989: "**Chromotheme**"®. A chromatic approach of astrology with accompanying narratives and interpretations. Web: <http://chromotheme.com/fr/home.html>

1982: "**Keywords in international trade**". The first practical dictionary in five languages, published by the ICC. Until its fourth edition, it was the third best seller of the 70 ICC publications.

1980 - 1988: **Dialogues** for French sitcoms and **adaptation** into English of French lyrics.

1980 - 1985: "**Les Secret de Dominique à Paris**", a practical guide to Paris to be inserted in planning diaries.