



## MARKETING & COMMUNICATION

### CLAUDE ALAVOINE

Professor of Negotiation and International Management

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#### BIOGRAPHY

Claude Alavoine is a Professor of Negotiation and International Management at IPAG Business School, France. After a Master's degree in Economics and several years of professional experience he decided to turn to Management Sciences. He obtained a Master's degree in Human Resource Management, a Master of Research and finally received his PhD from IAE (Institut d'Administration des Entreprises), Nice, France. His research interests include Negotiation, with particular focus on intercultural and strategic issues for which he has developed many negotiation simulations and experimentation tools. He regularly participates in international conferences on management and negotiation strategy. He is part of the editorial board of the Business and Entrepreneurship Journal and has published in international peer-reviewed journals such as the International Journal of Business and Management Studies and Elsevier Procedia-Social and Behavioral Sciences.

#### EDUCATION

2002: PhD in Management Sciences – University of Nice Sophia Antipolis

1996: Master of Human Resources Management - University of Nice Sophia Antipolis

1995: Master of Research - University of Nice Sophia Antipolis

1987: Master of Research - University of Nice Sophia Antipolis

1986: Master's degree in Economic Sciences

#### TEACHING AREAS

- Business Management
- Intercultural Management
- Intercultural Business
- Business Negotiation

#### RESEARCH AREAS

- Strategic and Intercultural issues in Negotiation

#### TEACHING PROGRAMS

- Human Resource Management courses
- Master program in Management Sciences (Commerce International)

## PROFESSIONAL EXPERIENCES

2006 - 2009: Coordinator of Human Resources Management courses for IPAG group (Nice, France)

2006 - 2007: Coordinator of the Master program in Management Sciences “International Commerce” at IPAG

2004 - 2006: Member of the IICEE project (Intercultural and Interpersonal Competence for the Enlarge Europe), financed by the European Union

2004 - 2005: Senior Project Manager for IPAG (Business school) working in conjunction with the General Manager.

Since 1998: Professor of Intercultural Management, Negotiation, Intercultural Business and International Management (and cross-cultural) Business Negotiation – IPAG Paris, Kunming.

## SELECTED PUBLICATIONS

Alavoine C., Estieu C., (2015), You can't always get what you want: Strategic issues in Negotiation Part 2, *Procedia-Social and Behavioral Sciences*, Vol. 207, pp. 335-343.

Alavoine C., Kaplanseren F., (2014), Gender differences in negotiation: Considering the usual driving forces?, *International Journal of Social, Education, Economics and Management Engineering*, Vol. 8(7), pp. 2208-2213.

Alavoine C., Kaplanseren F., Teulon F., (2014), Teaching (and learning) negotiation: is there still room for innovation?, *International Journal of Management and Information Systems*, Vol. 18(1), pp. 35-40.

Alavoine C., Batazzi C., (2013), Attribution theory and unethical practices in negotiation, In Alavoine C., Batazzi C., Attribution theory and unethical practices in negotiation: Studies, Vol. 5(2), p. 33-51.

Alavoine C., (2012), You can't always get what you want: Strategic issues in Negotiation», *Procedia-Social and Behavioral Sciences*, Vol 58, pp. 665-672.

Alavoine C., Kaplanseren F., (2012), Are E-business Transactions Real Negotiations? The Usual Question of Power and Trust», *International Journal of eBusiness and eGovernment Studies*, Vol. 4(2), pp. 11-24.

Alavoine C., (2011), Ethics in Negotiations: The confrontation between representation and practices, *Review of World Academy of Science Engineering and Technology*, N°78, pp. 205-210.

Alavoine C., Batazzi C., (2011), Nature and Exchange of information In Intercultural Business Negotiations", *International Journal of Business and Management Studies*, Vol.3, n°.1, pp.103-114.

### Conference paper presentations

Tenir le haut de l’affiche : les fusions, nouveau défi pour les Business Schools françaises?, 5th *International Studies in Management and Organisations (ISMO)*, Tunis, 15/16 décembre 2016. (with J. Smith, B. Fischer, F. Teulon).

Strategic Oppositions in Negotiation: A “Tit for Tat” revisited?, 8th *International Research Meeting on Business and Management (IRMBAM)*, Nice, 5/6 Juillet 2017