



Aalto University
School of Business

International Business and Strategy

Session 4: National cultural differences, ethics and sustainability in an international context

Session 3: Crisis Management Initiative (CMI) simulation

- Binding pre-registration
- Preparations by reading Chapter 2 on national differences in political, economic and legal systems from the textbook and the material about the political conflict and roles provided by CMI
- Peace mediation simulation facilitated by Denis Matveev, who had written the case of 'Looshland and Trissland' based on real-life experiences in collaboration with colleagues from CMI

Student feedback after the Crisis Management Initiative (CMI) simulation

What did you find most useful about the simulation?

- Gaining an understanding of international problems, power dynamics, negotiation strategies
- Conflictual relationships between parties that created good conversations
- Getting a broader view of international relations and conflict management
- Psychological thinking throughout the simulation
- How conflict resolution works in theory and how many components need to be taken into account
- Taking on a different role and thinking in the way that person would think, an educational experience
- How to find out about different person's interests and motivations and how to take these into account when communicating
- How peace mediation works
- Understanding conflicts and communication with people from different backgrounds and motives
- Seeing the power of networks

Student feedback after the CMI simulation (con'd)

What skills did you learn?

- Negotiation skills
- Effective listening
- Communicating own needs clearly
- Reading people
- Thinking from multiple points of view
- Adaptation of communication style
- Communicating with 'enemies'



Skills acquired in group work

Most often reported skills

- Being a reliable team member 89 %
- Taking an active role in contributing to group decision making 82 %
- Being able to work in diverse teams 78 %
- Communication skills 78 %

Least often reported skills

- Conflict management 37 %
- Facilitation of contribution of team members 40 %
- Motivating others 41 %
- Giving constructive feedback to team members 44 %

Source: Selkälä, R. (2018) A valuable learning experience or frustrating waste of time? A study on students' group work perceptions in Aalto University School of Business. MSc thesis.

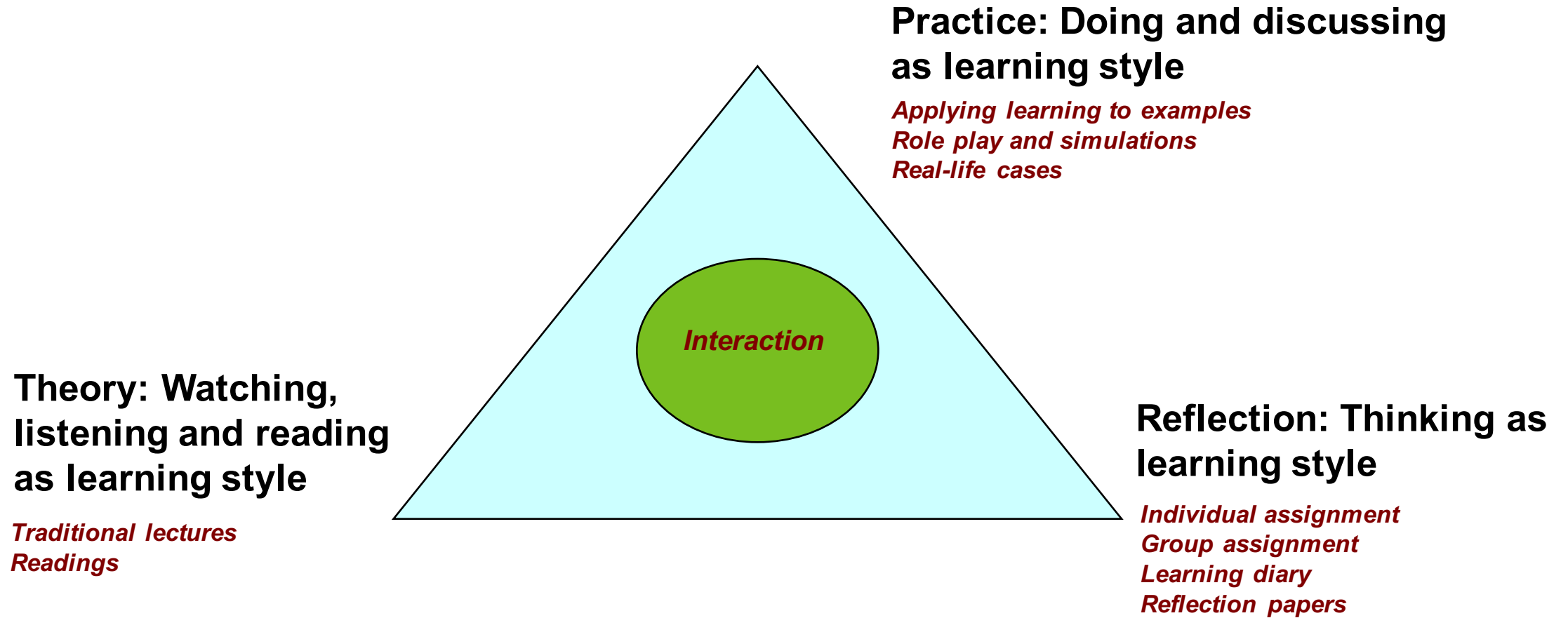
“This was much more useful and interesting than expected.
Thank you!”

“This was really interesting, thank you.”



Why do we use simulations in university education?

This is how adults learn



Don't forget the context in which business is done!

“No business is an island”

Source: Håkansson and Snehota
(2017)



Readings and preparations for today

- Quiz 3 based on Chapters 4 and 5
- Overview of Chapter 2 from the previous session
- Whelan, T., & Fink, C. (2016). The Comprehensive Business Case for Sustainability. Harvard Business Review Digital Articles, 2-8.

For Session 5: Foreign direct investment, international business strategy

- Quiz 4 based on Chapters 8 and 12
- A key lecture on IB topics and for those groups who work on Ruskovilla