

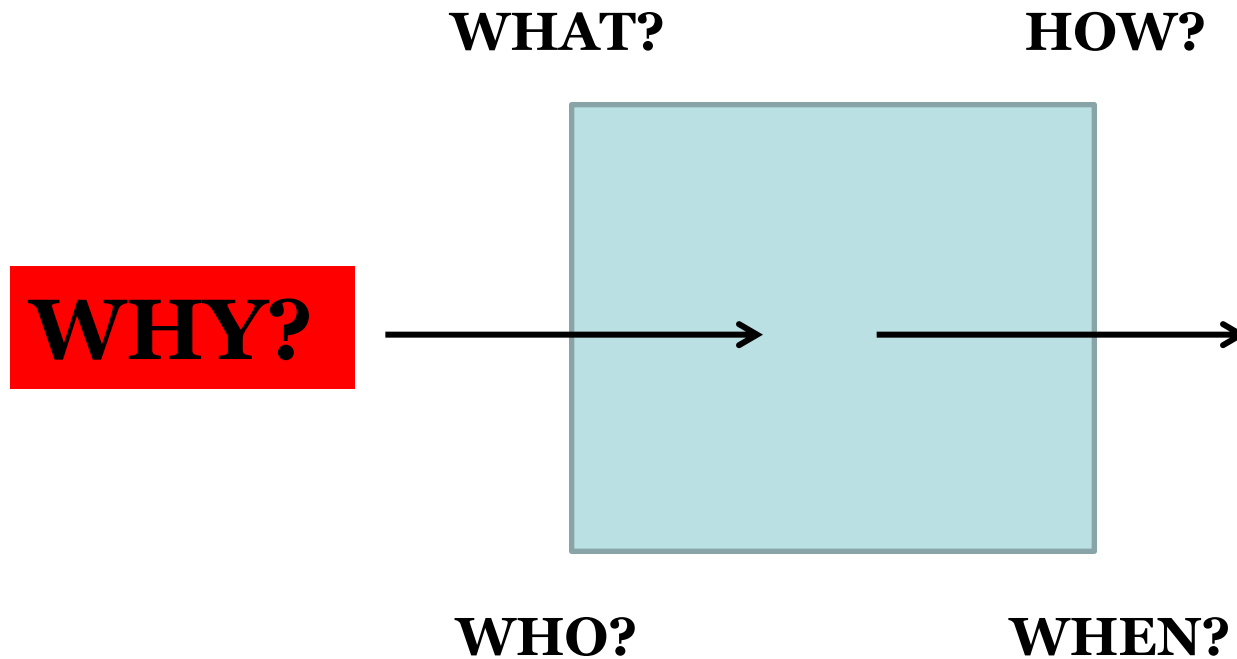
International Cooperation and Partnerships

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Baltic Management Development Association



CEEMAN Deans and Directors Meeting
Management Development Institution Building in Growth Economies
27 September 2012, Bellville, Cape Town, South Africa

International Cooperation and Partnerships



International Cooperation and Partnerships

What is the purpose
of
International cooperation and partnership?

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3 Types of Purpose

- Marketing
- International accreditations
- Global cultural sensitivity

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Danger of being not sensitive enough

“F.....k you” phenomenon

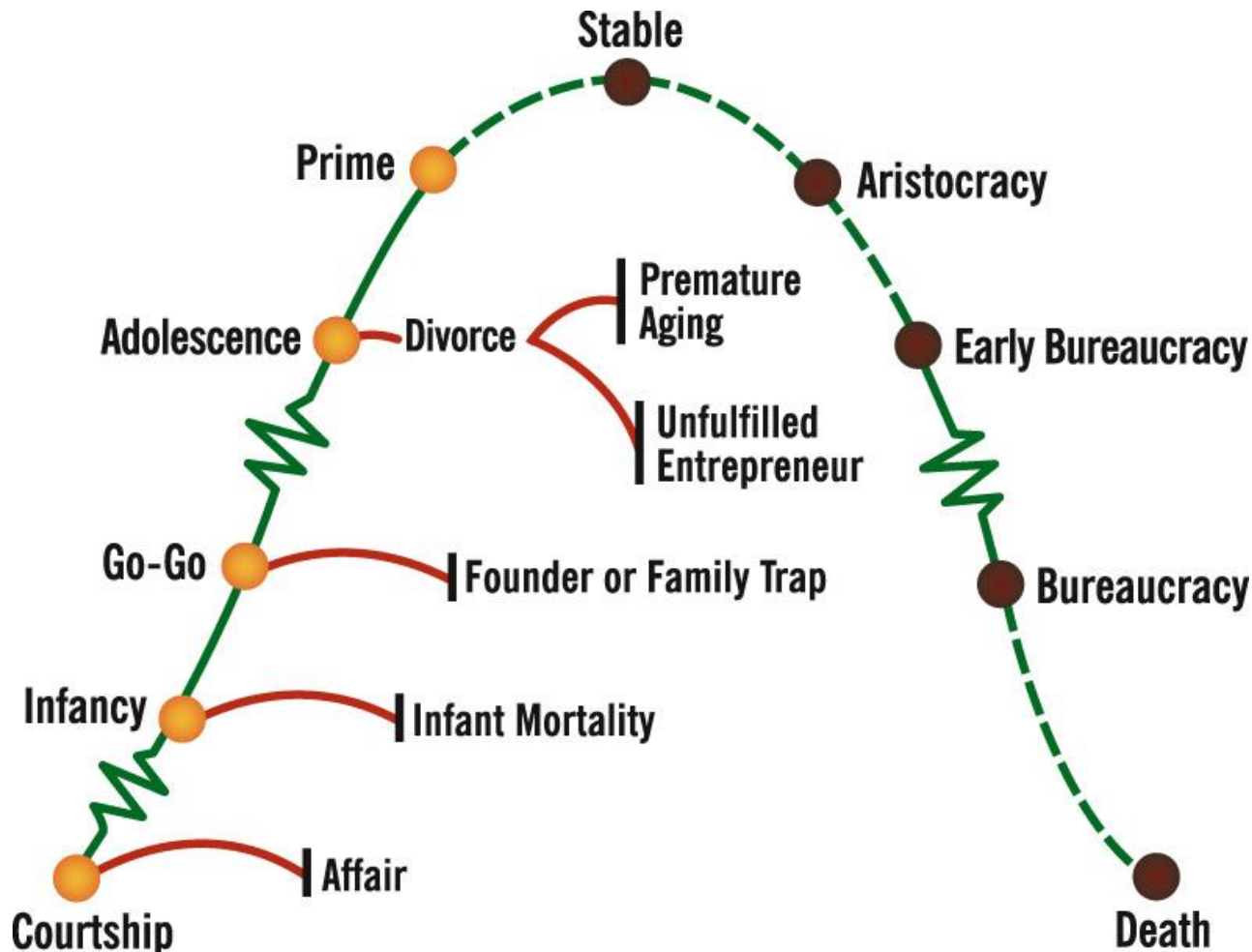
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- Willingness to listen another person
- Willingness to hear another person
- Ability to agree on different proposal
- Ability to look for “win-win” situation

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Culture of Mutual Trust & Respect

Lifecycle of an Organization (Dr.I.Adizes methodology)



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Thank you!