

*Role play in French negotiation language skills*

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## Context

- Final assessment of a Year 4 French language module – with similar set ups in German, Spanish and English
- Brings together top language oral skills (vocabulary, structures, ability to produce spontaneously relevant language) and business content
- Active involvement of students in the designing of their own negotiation scenario
- Constructivist approach: series of pre-tasks leads to final role play with growing ownership of scenario(s) by individual students

## Build up to the French business negotiation

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- Start-up material : series of **case studies** based on successful French companies in various sectors / basis of two-way **interpreting scenarios** for all case studies
  - Students research French market for particular product / service and identify a new entrant - **report in French**
  - Students produce **outline of negotiation scenario** with attribution of roles and points to be negotiated
  - Co-production on D-day: **negotiation role play** between student and tutor

## Structure of role plays

- Follows a series of steps (introductions/small talk/agenda/negotiation points / summing up / leave) – the student is in the lead
- Mix of predictable and non-predictable cues from negotiator facing the student
- Students use realia (price lists, objects, photos, business card) to add credibility to the scenario
- Acting allows to take on a different persona and use a wider range of arguments

## Students' views

*“Although this module has been **challenging** I believe the skills learned will be extremely **useful** in our **professional** life later on.”*

*“Very practical and **useful** learning skills to use outside university.”*

*“Useful in the **real** world”*

Emphasis on knowledge gained through challenge / increased confidence in French

Positive comments on the scaffolding e.g. case studies, interpreting

## Into the future

- Ongoing challenge: finding relevant business negotiations examples (due to confidentiality)
- Continued development of database of case studies
- Possible developments:
  - Involvement of a company in the development of a 'live' negotiation / mentoring
  - Co-production of interpreting scenarios

Thank you for your attention  
Any questions?