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International Business Forums

International Business Forum

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MSU International Business Center

February 6, 2001

Dr. Pervez Ghauri, Professor of Marketing and International Business at the University of Groningen, The Netherlands, and visiting professor at the Broad School this year. His presentation, **"Cross-Cultural Business Negotiations: Some Guidelines,"** will offer insights on how business people from different parts of the world carry on business negotiations. He will provide country-specific examples and contrast negotiation styles.

March 20, 2001

John Lang, Consul and Senior Trade Commissioner, Canadian Consulate General, Detroit. Mr. Lang will discuss the mutually beneficial relationship that Canada and the US have as economic partners. Canada is Michigan's largest trading partner. Consul Lang will discuss economic trading and investment opportunity in Canada in his presentation, **"The Canada-US Economy: A Study in Integration"**

April 10, 2001

Linda Truitt, J.D., Shareholder, Butzel Long, Detroit. Ms. Truitt's primary concentrations in her law practice are employer sanctions, labor certification and visa matters for U.S. and foreign businesses. Her presentation on **"Immigration Law in the 21st Century"** will feature a discussion of practical features of the expansion of international trade to include the cross-border transfer of labor.

The International Business Forum Council is now beginning to plan for the fall 2001–spring 2002 events. We are very interested in hearing your suggestions for speakers and topics, including contact names and information. Please send your ideas along to Beverly Wilkins at 353-4336 or ibf@bus.msu.edu

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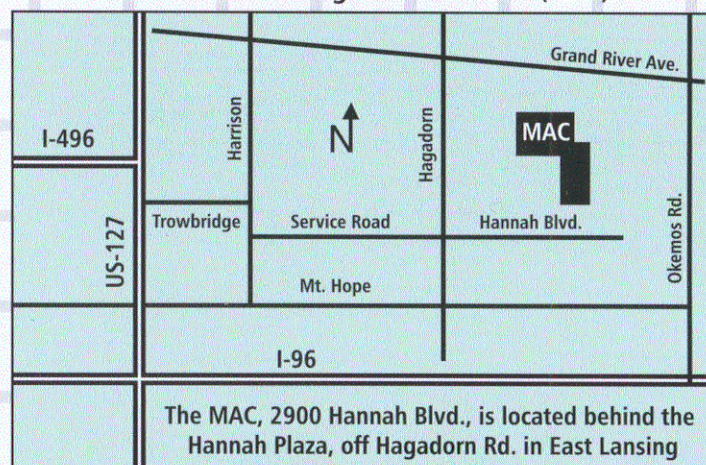
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April 10, 2001

Lunch begins at 11:45 a.m.
Michigan Athletic Club, East Lansing
For reservations please call
Beverly Wilkins, (517) 353-4336
e-mail: ibf@bus.msu.edu

Directions to the Michigan Athletic Club (MAC)



The MAC, 2900 Hannah Blvd., is located behind the Hannah Plaza, off Hagadorn Rd. in East Lansing