



Research

Eric LE DELEY, a professor in the People and Organisations Department specialising in negotiating techniques defended his doctoral thesis on 21 October at the Faculty of Management Sciences of the University of Reims Champagne-Ardenne.

His thesis is entitled: ***The timelessness of the principles of negotiation, a comparative analysis of ancient and modern texts concerning negotiation***

The thesis first of all analyses the principles defined by European authors four centuries ago, and then compares them with current negotiation theories, and demonstrates that negotiation is a timeless art. Between the first works written on negotiation in French four centuries ago and those of today, the only comparable element is the human factor, which transcends time and society.

The defence was a great success: “très honourable” with the congratulations of the examining panel.

The panel was made up of renowned researchers from the worlds of Management Sciences: Lionel BOBOT (Rapporteur), François-Bernard HUYGHE (Rapporteur), Ababacar MBENGUE (thesis supervisor) and José KOBIELSKI (president of the panel).