

Jimena Ramirez is Associate Professor of International Negotiation at IESEG School of Management (France). Her main research goal is understanding the influence of culture on the expectations, the use of strategy, and negotiation outcomes. She has worked with samples from Qatar, Spain, China, France, and the U.S. She is part of an international research team focusing particularly in honor culture. She is currently academic director of the Master in International Business at IESEG.

“Negotiation skills and trusting colleagues are at the core of becoming the academic I am today. I would very much like to see more diversity in our leadership, if you share this idea, please consider my candidacy”