

Denis Leclerc, Ph.D.

Professor of Cross-Cultural Communication



About Thunderbird:

Thunderbird is the world's No. 1-ranked school of international business with more than 65 years of experience in developing leaders with the global mindset, business skills and social responsibility necessary to create real, sustainable value for their organizations, communities and the world. Dedicated to preparing students to be global leaders and committed global citizens, Thunderbird was the first graduate business school to adopt an official Professional Oath of Honor. Thunderbird's global network of alumni numbers 40,000 graduates in 147 nations worldwide. The school is sought out by graduate students, working professionals and companies seeking to gain the skills necessary for success in today's global economy.

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Areas of Expertise:

Cross-cultural communication and management, Global negotiations, Leading with a global mindset

Courses:

Communication & Negotiations, Cross Cultural Communication, Cross Cultural Negotiations, Global Negotiations, Multicultural Teams & Leadership

Dr. Denis Leclerc teaches cross-cultural communication and global negotiations at Thunderbird School of Global Management. His interests and research have focused on intercultural communication competence and global negotiation.

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At Thunderbird, Denis teaches in multiple programs such as on-campus MBA, Executive MBA, customized programs such as Thunderbird International Consortia, and multiple oil and gas executive programs. He also serves as the academic director for multiple custom programs such as Raytheon, Novartis and Medtronic, and open-enrollment programs such as Communicating and Negotiating with a Global Mindset and Leading Teams for Strategic Results. Before joining Thunderbird, Denis taught at Arizona State University and served for eight years as director of multiple international studies abroad programs there. He directed and served on numerous master's and Ph.D. committees in the U.S. and Europe. He was co-program evaluator for a National Science Foundation (NSF) three-year grant examining the cultural adaptation of U.S. scientists working in scientific laboratories abroad. This research project was instrumental in guiding NSF to redesign program components to include cross-cultural training for their international assignments.

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Denis has been published in leading journals in his field including the International Journal of Intercultural Relations, and has been a contributor to Readers in

Educating global leaders who create sustainable prosperity worldwide

Communication, authoring a chapter on the impact of culture on global negotiations.


Denis is also an active and highly sought-after consultant. As the principal of his own consulting company, he has conducted cross-cultural research for companies in North America and France. Additionally, he has provided support for international program evaluations and has planned, facilitated, and analyzed professional-development seminars for a wide range of executive programs throughout the U.S. and Europe. He is a keynote speaker and seminar leader for various companies such as American Express, U.S. Chamber of Commerce, and ExxonMobil on topics as varied as cultural misunderstanding, improving multi-cultural awareness, and cultural strategic negotiation preparation.



In 2008 and 2009, he was voted the most valuable professor by the Thunderbird Executive MBA students. In 2009, 2010, and 2011, he was voted most outstanding faculty member by the Thunderbird MBA students.



A native of Normandy, France, Denis completed a maitrise in cultural geography (honors) from L'Universite de Haute Normandie, Rouen, France, and then a master's in international tourism at Arizona State University. He received his Ph.D. in cross-cultural communication from the Hugh Downs School of Communication at Arizona State University. He received his certifications for the Global Mindset Inventory from Thunderbird and the COM/COI from the Training Management Corporation.



Video: Denis Leclerc on Negotiating with a Global Mindset