

「名大から、世界のビジネスリーダーへ」



シンガポール国立大学 ビジネススクール説明会

2025年

11/26 (水) 16:30～18:00

<全学部対象> ★参加登録不要★

名古屋大学 ComoNe B1F "SAND THEATHER"

世界のTOPスクール

グローバル
キャリアを加速

リアルな講義体験

NUS教員による
模擬講義

NUSを知るチャンス！

教員との交流

気軽に質問！

Q&A
セッション





NUS Business School Guest Lecture: Master the Art of Negotiation

The decisions you make every day shape your life. In organisations, these choices influence not only your own outcomes but also those of your team and your organisation and together, they set the trajectory of your career.

This negotiation module is designed to help you navigate organisational decision-making with confidence and skill. We take an evidence-based approach, drawing on research in behavioural psychology, economics, and intuitive judgment, to explain what distinguishes effective negotiation and decision-making from the rest.

By engaging with these concepts and tools, you will learn how to make sound decisions, negotiate effectively in uncertain environments, and build your capacity to influence and lead.



SHARPENING YOUR NEGOTIATION SKILLS

Programme Details:

- Welcome & Introduction to NUS Business School
- Guest Lecture: Master the Art of Negotiation
- Explore our NUS Business School MSc Programmes
- Closing Remarks

26
NOV
2025

TIME:
4:30PM - 6:00PM
VENUE:
Sand Theatre of
Common Nexus
(CoMoNe)



 **Sign Up Now to Elevate Your Negotiation Skills!**



Prof. Sam Yam
*Head of Department,
Management and Organisation
NUS Business School*

Sam Yam is the Jardine Cycle & Carriage Chair Professor at the National University of Singapore (NUS) Business School, where he also serves as Head of the Department of Management and Organisation.

His research focuses on the future of work, particularly how employees and consumers respond to emerging technologies such as robots, artificial intelligence, algorithms, and autonomous vehicles.

He earned his Ph.D. in Organisational Behaviour from the University of Washington and has previously served as a visiting professor at Kyoto University, Waseda University, and Hong Kong Polytechnic University.