

**CROSS CULTURAL NEGOTIATIONS: STUDENT-  
INSTRUCTOR NEGOTIATIONS IN THE AMERICAN  
UNIVERSITY OF ARMENIA**

Capstone: Final Presentation  
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# Introduction

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- Cross-cultural education
- Student-instructor negotiations
- Students attitudes towards studying and grades
- Factors influencing student-instructor relationship

# Research question

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Is there a difference between Armenian and Foreign students' negotiation with instructors which has a link with culture and nationality?



# Methodology

- Scholarly research/Collection of data (literature use)
- Survey (responded 130 AUA students of different age)
- Interviews (among five instructors including armenian and foreign)

# Research findings

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- Survey results summary
- Interviews results summary
- Comparison of both results



# Limitations

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- Time constraints
- Small number of foreign students at AUA
- Privacy of interviewed instructors (nobody wants his/her name to be mentioned, refused the interview to be recorded)

# Avenues for future research

There are lots of perspectives that can be used with this topic, because the conflict of instructor-student has various branches rather than only grade bargaining





Thank you for your attention :)

