

Eric LE DELEY

Professor
People & Organizations Department
Email : eric.ledeley@reims-ms.fr

Education

- 2011, Doctorat, Sciences de gestion, URCA (Université de Reims Champagne-Ardenne), France

L'intemporalité des principes de négociation, analyse comparée des textes anciens et récents sur la négociation, sous la direction de MBENGUE Ababacar

- 2005, MSc in Management, Grande Ecole Program, ESSEC Business School, Cergy Pontoise, France

Honors and Awards

- 2011, Nominated for Reims Management School Teaching Innovation Award, Reims, France

- 2009, Nominated for Reims Management School Teaching Innovation Award, Reims, France

Teaching Areas at RMS

- Personal Development
- Human Resources Management
- Cross-Cultural Management
- Purchasing
- Sales and Commercial Negotiation
- Geopolitics
- Art & Culture
- Personal Development
- Sales and Commercial Negotiation

Teaching Languages

- English
- French
- German

Main courses taught at RMS

- Négociation vente, CESEM 2
- Négociation et vente complexe, CESEM 4
- Négociation de contrats, TEMA 4
- Achats, TEMA 4
- Négociation de contrats, TEMA 5
- Négociation vente, TEMA 5
- Accompagnement professionnel et négociation, Sup de Co Cycle Master
- Enjeux géopolitiques du XXIème siècle, Sup de Co Cycle Master
- Négociation stratégique - Management des ventes, Sup de Co Cycle Master
- Economie, industrie et esthétique du cinéma, Sup de Co Cycle Master
- Rhétorique et persuasion, Sup de Co Cycle Master
- Gestion des associations, Sup de Co Cycle Master
- Compétitivité économique et enjeux stratégiques des entreprises, Sup de Co Cycle Master
- Séminaire de rentrée, Masternova, MS AFI, MSc Intelligence Marketing
- Négociation, MSc Intelligence Marketing

Course Coordination at RMS

- Négociation et vente complexe, CESEM 4
- Enjeux géopolitiques du XXIème siècle, Sup de Co Cycle Master
- Accompagnement professionnel et négociation, Sup de Co Cycle Master
- Economie, industrie et esthétique du cinéma, Sup de Co Cycle Master
- Personal development and negotiation, Sup de Co Cycle Master
- Négociation, MSc Intelligence Marketing

A. RESEARCH ACTIVITY**Areas of research**

- Negotiation and conflict management
- Social psychology and profiling

Conference organization / Track chair / Workshop coordination

- LE DELEY Eric, 2008, *Université d'été de l'intelligence économique*.
- LE DELEY Eric, 2008, *L'avenir de la grande distribution*.
- LE DELEY Eric, 2004, *Talleyrand, Prince des négociateurs*.

Research Programs Participation

- Since 2010, Member of RMS 'V and P' research centre (Value and Persuasion Research Center)

Research Laboratories Participation

- Since 2011, Member of RMS Behavioral Lab
- 2001-2005, ESSEC IRENE - Institut de Recherche et d'Enseignement de la Négociation en Europe

B. PUBLICATIONS / COMMUNICATIONS

Books

- LE DELEY Eric, 2004, *Recueil de textes rares de Charles-Maurice de Talleyrand-Perigord*, Paris : Edition compiled by Pierre Combaluzier et Alain Pekar Lempereur.
- LE DELEY Eric, PEKAR LEMPEREUR Alain, 2003, *Reedition of De la charge et de la dignité de l'ambassadeur, J. Hotman de Villiers, 1604*.
- LE DELEY Eric, 2002, *François DE CALLIERES, De la manière de négocier avec les souverains (1716)*, Geneve : Droz, 120 pages.

Published Case Studies

- LE DELEY Eric, November 2010, *LES CONVOYEURS : gestion des conflits interpersonnels*.

Peer-Reviewed Proceedings

- LE DELEY Eric, *La négociation de Fortuné Barthélemy de Felice - Aux sources de la négociation, les penseurs français de la diplomatie à l'époque classique*, Colloque organisé par Alain Pekar Lempereur, ESSEC, Paris, France, January 01 2005.
- LE DELEY Eric, *Talleyrand et la politique des salons - Talleyrand, prince des négociateurs ?*, Colloque à l'occasion du 250e anniversaire de la naissance de Talleyrand, Paris, France, February 01 - February 04 2004.

Non-Refereed Communications

- LE DELEY Eric, *L'entrepreneuriat dans l'audiovisuel : négociation et lobbying*, Reims Management School, Reims, France, November 23 2005.
- LE DELEY Eric, SPITZBARTH Anne-Brigitte, *Teaching the history of negotiation: linking classical diplomatic texts and current negotiation theories*, Conference Program on Negotiation d'Harvard Law School et ESSEC IRENE, Paris, France, November 14 - November 15 2005.

Research Seminars

- LE DELEY Eric, *History and philosophy of negotiation*, New trends in negotiation teaching: toward a trans-atlantic network, ESSEC, Cergy Pontoise, France, November 14 - November 15 2005.

- LE DELEY Eric, *Talleyrand, negotiator's prince*, Conference organised by ESSEC, Paris, France, January 01 2004.
- LE DELEY Eric, *French diplomacy theories during classical time*, Conference organised in ESSEC in partnership with the foreign ministry, France, June 01 2003.

C. PROFESSIONAL EXPERIENCE

Teaching

- 12/2007 - To date, Lecturer, URCA (Université de Reims Champagne-Ardenne), Sciences UFR and Management UFR, Reims, France
- 10/2007 - To date, Lecturer, Université de Paris III - Sorbonne, Paris, France
- 09/2006 - To date, Lecturer, Université de Paris I - Panthéon Sorbonne, Paris, France
- 09/2005 - To date, Professor, Reims Management School, Reims, France
- 09/2004 - To date, Lecturer, Ecole de Guerre Economique, Paris, France
- 09/2002 - 06/2004, Lecturer, Ecole Centrale Paris, Paris, France
- 09/2002 - 06/2004, Lecturer, Ecole Nationale des Ponts et Chaussées, Paris - Marne la Vallée, France
- 12/2009 - 12/2009, Visiting professor, ESA (Ecole Supérieure des Affaires), Beirut, Lebanon
- 10/2006 - 02/2008, Lecturer, Institut d'Etudes Politiques de Paris, Paris, France
- 09/2002 - 06/2004, Lecturer, Ecole Nationale d'Administration, Strasbourg / Paris, France
- 09/2002 - 06/2004, Lecturer, ESSEC Business School, Cergy Pontoise, France

Executive Education

- 09/2009 - To date, Lecturer in negotiation and professional relationship, Executive managers, Paris, France, Paris Executive Campus
- 06/2007 - To date, Lecturer in negotiation and sales, Age d'or services, Troyes, France, Independent consultant
- 03/2007 - To date, Lecturer in 'Négociation', Institut National de l'Audiovisuel, Brie-sur-Marne, France
- 01/2005 - To date, Lecturer in international negotiation, MSIE - Ecole de Guerre Economique, Paris, France, Independent consulting
- 09/2003 - 09/2005, Lecturer in negotiation and profiling, Université Thales, Jouy-en Josas, France, Résolution
- 01/2003 - 12/2004, Lecturer in negotiation and conflict management, ESSEC Management Team, Paris La défense, France, Independent consultant
- 02/2002 - 12/2004, Lecturer in international negotiation, Diplomats and senior civil servants, Strasbourg, France, Public Administration Institute - ENA professional training
- 12/2010 - 12/2010, Lecturer in Public Speaking, GDF, Neuilly, France, THG Consulting
- 10/2009 - 10/2009, Lecturer in purchasing negotiation, Bricodépôt, Massy Palaiseau, France, ESC Lille
- 09/2007 - 09/2010, Lecturer in negotiation and profiling, Université Thales, Jouy-en Josas, France, THG Consulting
- 08/2007 - 08/2007, Lecturer in leadership, Izsak Grapin managers, Cassis, France, Independent consultant
- 07/2004 - 07/2004, Lecturer in purchasing negotiation, Accenture, Paris, France, Résolution

Consulting

- 06/2007 - To date, Consultant in human resources and recruitment, Age d'or services, Troyes, France, Independent consultant
- 01/2003 - 12/2004, Consultant in negotiation and conflict management, Various customers, Paris, France, Résolution

Company Experience

- 12/2010 - To date, Founder and Associate, APSIS (Agence de Prospection de Suivi et d'Intermédiation Stratégique), Paris, France
- 01/2003 - 12/2004, Mediator for the 'Forum of Copyrights on the Internet', Department of Justice and Department of Small Businesses, Paris, France
- 11/2001 - 11/2002, Apprenticeship in financial compliance, CDC (Caisse des Dépôts et Consignations) IXIS Capital Market, Paris, France

D. PROFESSIONAL AND PERSONAL DEVELOPMENT

Other Accomplishments (not reported elsewhere)

- 01/2009 - To date, Member, CED (Culture - Economie - Défense), Paris, France
- 06/2010 - 06/2010, Tutor for movies festival "Entreprises envie", Reims Management School, Reims, France
- 2007 - 00/2007, Tutor for movies festival "Courtisez-moi", Reims Management School, Reims, France