



# Cross Cultural Management and Negotiation Practices (Hardback)

By Bahaudin Ghulam Mujtaba

Ilead Academy, United States, 2007. Hardback. Book Condition: New. 231 x 150 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.Cross Cultural Management and Negotiation Practices is about managing cultural differences throughout a country or organization, according to some basic principles of professionalism and open communication. One has to understand each individual and let people freely voice their opinion in order to maximize their efficiency and productivity toward the complex solutions we all face in today s cross-cultural work environments. Likewise, professionals need to have great management and negotiation skills while working toward the objectives of maximizing shareholder benefits in the organization. Cross Cultural Management and Negotiation Practices is divided into four parts and includes subjects that each can be a specialization of study in itself. Part I provides information on culture and management as well as ethical challenges that managers and expatriates face across the globe; Part II provides an overview of negotiation fundamentals, negotiation model, and negotiation steps which can be used by expatriates in international assignments; Part III discusses practical skills such as communication and conflict management along with expatriate, as well as repatriate, training and development strategies; and Part IV offers a variety...



#### Reviews

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