

Negotiating Across Cultures



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Reviews

Absolutely essential study publication. Sure, it is enjoy, nonetheless an amazing and interesting literature. I realized this book from my dad and i suggested this pdf to find out.
(Justus Abbott)

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GRIN Verlag Aug 2013, 2013. sonst. Bücher. Book Condition: Neu. 210x148x1 mm. This item is printed on demand - Print on Demand Neuware - Essay from the year 2010 in the subject Business economics - Business Management, Corporate Governance, grade: 96.00, University of Phoenix, course: ISCOM 373 Global Sourcing and Procurement, language: English, abstract: Negotiating Across Culture Paper- India and the United States Negotiating is a difficult task in supply chain management. Many variables must be considered when negotiating especially on a global scale. Understanding important factors assist in developing and following negotiation strategies across cultures and ethnic differences. Effective use of various techniques and concepts increases the probability of an organization reach a successful conclusion to global negotiations. Failure to adhere to these certain procedures can result in failed negotiations. This paper will review how an organization headquartered in the United States will negotiate with a potential supplier in India on a major purchase of key components used in manufacturing the United Sates organization's product. In evaluating this negotiation process several concepts will be addressed: the cultural and ethnic makeup of each country will be introduced, cultural and ethnic differences between the two countries, determination of the correct negotiation tactic, and how the negotiation will be conducted to reach the desired objective. 12 pp. Englisch.

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