

# SPÅ 2901 Business Communication in English - Written

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@book{Brown\_Cleaverley\_2010, address={Oslo}, title={Three ethical dilemmas for discussion and writing practice: student handbook}, publisher={BI Norwegian School of Management, Institute of Communication , Culture and Languages}, author={Brown, Mark and Cleaverley, Peter}, year={2010} }

@inbook{Connock\_Jones\_1995, address={London}, title={Article 4: Ethical issues in business}, booktitle={Ethical leadership}, publisher={Institute of Personnel and Development}, author={Connock, Stephen and Jones, Ted}, year={1995}, pages={17-41} }

@inbook{Den Hartog\_2004, address={Thousand Oaks, Calif}, title={Assertiveness}, booktitle={Culture, leadership, and organizations: the GLOBE study of 62 societies}, publisher={Sage}, author={Den Hartog, Deanne N.}, year={2004}, pages={158-168} }

@inbook{Donaldson\_Werhane, address={Upper Saddle River, N.J.}, edition={8th ed}, title={Article 3: Introduction to ethical reasoning}, booktitle={Ethical issues in business: a philosophical approach}, publisher={Pearson/Prentice Hall}, author={Donaldson, Thomas and Werhane, Patricia H.}, pages={1-12} }

@inbook{Emrich\_Denmark\_Den Hartog\_2004, address={Thousand Oaks, Calif}, title={Cross-cultural differences in gender egalitarianism : implications for societies, organizations, and leaders}, booktitle={Culture, leadership, and organizations: the GLOBE study of 62 societies}, publisher={Sage}, author={Emrich, Cynthia G. and Denmark, Florence L. and Den Hartog, Deanne N.}, year={2004}, pages={142-157} }

@inbook{Gao\_Ting-Toomey\_1998, address={Thousand Oaks, Calif}, title={Article 2: Self-other perspective and communication}, volume={Communicating effectively in multicultural contexts}, url={https://ebookcentral.proquest.com/lib/bilibrary/detail.action?docID=996431}, booktitle={Communicating effectively with the Chinese}, publisher={Sage Publications}, author={Gao, Ge and Ting-Toomey, Stella}, year={1998}, pages={1-19} }

@inbook{Gesteland\_2012a, address={København}, edition={5th ed}, title={Deal first or relationship first?}, booktitle={Cross-cultural business behavior: a guide for global management}, publisher={Copenhagen Business School Press}, author={Gesteland, Richard R.}, year={2012}, pages={29-34} }

@inbook{Gesteland\_2012b, address={København}, edition={5th ed}, title={Communicating across the great divide},

url={https://ebookcentral.proquest.com/lib/bilibrary/reader.action?ppg=40&docID=4186656&tm=1502436780825}, booktitle={Cross-cultural business behavior: a guide for global management}, publisher={Copenhagen Business School Press}, author={Gesteland, Richard R.}, year={2012}, pages={39-49} }

@inbook{Gesteland\_2012c, address={[København]}, edition={5th ed}, title={Hierarchical (Formal) and Egalitarian (Informal) business cultures}, url={https://ebookcentral.proquest.com/lib/bilibrary/reader.action?ppg=52&docID=4186656&tm=1502436717648}, booktitle={Cross-cultural business behavior: a guide for global management}, publisher={Copenhagen Business School Press}, author={Gesteland, Richard R.}, year={2012}, pages={51-62} }

@inbook{Gesteland\_2012d, address={[København]}, edition={5th ed}, title={Time and scheduling}, booktitle={Cross-cultural business behavior: a guide for global management}, publisher={Copenhagen Business School Press}, author={Gesteland, Richard R.}, year={2012}, pages={59-68} }

@inbook{Gesteland\_2012e, address={[København]}, edition={5th ed}, title={Nonverbal communication (body language)}, booktitle={Cross-cultural business behavior: a guide for global management}, publisher={Copenhagen Business School Press}, author={Gesteland, Richard R.}, year={2012}, pages={69-84} }

@book{Hansen\_2007, address={Oslo}, edition={5. utg}, title={Bedre engelsk forretningspråk: spesialordbok i økonomisk administrativt fagspråk}, publisher={Cappelen akademisk forl}, author={Hansen, Einar}, year={2007} }

@inbook{Hofstede, address={New York}, edition={3rd ed}, title={More equal than others}, booktitle={Cultures and organizations: software of the mind: intercultural cooperation and its importance for survival}, publisher={McGraw-Hill}, author={Hofstede, Geert}, pages={53-61} }

@inbook{Hofstede, address={New York}, edition={3rd ed}, title={I, we and they}, booktitle={Cultures and organizations: software of the mind: intercultural cooperation and its importance for survival}, publisher={McGraw-Hill}, author={Hofstede, Geert}, pages={89-97} }

@inbook{Hofstede, address={New York}, edition={3rd ed}, title={What is different is dangerous}, booktitle={Cultures and organizations: software of the mind: intercultural cooperation and its importance for survival}, publisher={McGraw-Hill}, author={Hofstede, Geert}, pages={96-107} }

@inbook{Javidan\_2004, address={Thousand Oaks, Calif}, title={Performance orientation}, booktitle={Culture, leadership, and organizations: the GLOBE study of 62 societies}, publisher={Sage}, author={Javidan, Mansour}, year={2004}, pages={128-141} }

@inbook{McElroy\_1996, address={Jefferson, N.C.}, title={What does affirmative action affirm?}, booktitle={Sexual correctness: the gender-feminist attack on women}, publisher={McFarland}, author={McElroy, Wendy}, year={1996} }

@misc{Plous\_1997, title={Article 7: Ten myths about affirmative action}, volume={52},

url={http://www.usf.edu/diversity/equal-opportunity/ten-myths-about-affirmative-action.aspx}, number={4}, journal={Journal of Social Issues}, author={Plous, Scott}, year={1997} }

@inbook{2012a, address={[København]}, edition={5th ed}, title={Patterns of cross-cultural business behavior}, booktitle={Cross-cultural business behavior: a guide for global management}, publisher={Copenhagen Business School Press}, author={Richard R. Gesteland}, year={2012}, pages={17-18} }

@inbook{2012b, address={[København]}, edition={5th ed}, title={The great divide between business cultures}, url={https://ebookcentral.proquest.com/lib/bilibrary/reader.action?ppg=26&docID=4186656&tm=1502436895616}, booktitle={Cross-cultural business behavior: a guide for global management}, publisher={Copenhagen Business School Press}, author={Richard R. Gesteland}, year={2012}, pages={25-32} }

@inbook{Trompenaars, address={London}, edition={3rd ed., rev.updated}, title={Relationships and rules}, booktitle={Riding the waves of culture: understanding diversity in global business}, publisher={Nicholas Brealey Publ}, author={Trompenaars, Fons}, pages={39-50} }

@inbook{Trompenaars, address={London}, edition={3rd ed., rev.updated}, title={How we accord status}, url={http://eu01.alma.exlibrisgroup.com/view/action/uresolver.do?operation=resolveService&package\_service\_id=3580098810002215&institutionId=2215&customerId=2200}, booktitle={Riding the waves of culture: understanding diversity in global business}, publisher={Nicholas Brealey Publ}, author={Trompenaars, Fons}, pages={125-146} }

@inbook{Trompenaars, address={London}, edition={3rd ed., rev.updated}, title={How we relate to nature}, booktitle={Riding the waves of culture: understanding diversity in global business}, publisher={Nicholas Brealey Publ}, author={Trompenaars, Fons}, pages={173-176} }

@article{Warner-Söderholm, title={Global vs. local communication and cultural patterns: regional differences in the Norwegian business culture}, author={Warner-Söderholm, Gillian} }

@inbook{Wilson\_1997, address={London}, title={Article 5: Business and its social responsibility}, volume={Professional ethics}, url={https://ebookcentral-proquest-com.ezproxy.library.bi.no/lib/bilibrary/reader.action?docID=4332536&ppg=69}, booktitle={Current issues in business ethics}, publisher={Routledge}, author={Wilson, Andrew}, year={1997}, pages={50-59} }

@misc{Obligatory audio slides. Published on Itslearning. approx 25 pages in total, url={https://www.itslearning.com/ContentArea/ContentArea.aspx?LocationID=13376&LocationType=1} }

@book{En engelsk-engelsk ordbok, for eksempel: Collins Cobuild, Longman, Webster's eller Oxford }

@article{Journals: The Economist, Newsweek or Time }