GRA 6842 Cross-Cultural Negotiations: Doing Business in Japan

View Online

Ashkanasy, N., Gupta, V., Mayfield, M. S., & Trevor-Roberts, E. (2004). Future orientation. In Culture, leadership, and organizations: the GLOBE study of 62 societies (pp. 282–294). Sage.

Assorted cases for Negotiations. (n.d.).

Brett, J. M. (2014a). Negotiating globally: how to negotiate deals, resolve disputes, and make decisions across cultural boundaries: Vol. The Jossey-Bass business&management series (Third edition). Jossey-Bass. https://ebookcentral.proquest.com/lib/bilibrary/detail.action?docID=1651185

Brett, J. M. (2014b). Negotiating Globally: How to Negotiate Deals, Resolve Disputes, and Make Decisions Across Cultural Boundaries: Vol. The Jossey-Bass business&management series Negotiating globally (3rd ed). Wiley. https://ebookcentral.proquest.com/lib/bilibrary/detail.action?docID=1651185

Carl, D., Gupta, V., & Javidan, M. (2004). Power distance. In Culture, leadership, and organizations: the GLOBE study of 62 societies (pp. 513–523). Sage.

Den Hartog, D. N. (2004). Assertiveness. In Culture, leadership, and organizations: the GLOBE study of 62 societies (pp. 395–405). Sage.

Emrich, C. G., Denmark, F. L., & Den Hartog, D. N. (2004). Cross-cultural differences in gender egalitarianism : implications for societies, organizations, and leaders. In Culture, leadership, and organizations: the GLOBE study of 62 societies (pp. 343–358). Sage.

Fisher, R., Ury, W., & Patton, B. (2011). Getting to yes: negotiating agreement without giving in (3rd rev. ed). Penguin Books.

Gelfand, M. J., Bhawuk, D. P. S., Nishi, L. H., & Bechtold, D. J. (2004). Individualism and Collectivism. In Culture, leadership, and organizations: the GLOBE study of 62 societies (pp. 437–471). Sage.

Gillian Warner-Søderholm. (2010). Global vs. Local Communication and Cultural Patterns: Regional Differences in the Norwegian Business Culture. 3.

Hofstede, G., Hofstede, G. J., & Minkov, M. (n.d.). Cultures and organizations: software of the mind : intercultural cooperation and its importance for survival (3rd ed). McGraw-Hill. https://www.dawsonera.com/abstract/9780071770156

House, R. J. (2004). Cultural clusters. In Culture, leadership, and organizations: the GLOBE study of 62 societies (pp. 122–123). Sage.

Javidan, M. (2004). Performance orientation. In Culture, leadership, and organizations: the GLOBE study of 62 societies (pp. 239–252). Sage.

Kabasakal, H., & Bodur, M. (2004). Humane orientation in societies, organizations, and leader attributes. In Culture, leadership, and organizations: the GLOBE study of 62 societies (pp. 564–572). Sage.

Lewicki, R. J., Saunders, D. M., & Barry, B. (2010). Strategy and Tactics of Distributive Bargaining. In Negotiation (6th ed, pp. 27–61). McGraw-Hill/Irwin.

Sully De Luque, M., & Javidan, M. (2004). Uncertainty avoidance. In Culture, leadership, and organizations: the GLOBE study of 62 societies (pp. 602–621). Sage.

Trompenaars, F., & Hampden-Turner, C. (n.d.). Riding the waves of culture: understanding diversity in global business (3rd ed., rev.updated). Nicholas Brealey Publ. https://www.dawsonera.com/abstract/9781904838401

Warner-Søderholm, G. (2013). Beyond a Literature Review of Hall's Context Dimension: Scale Development, Validation & Empirical Findings within a Norwegian Study. International Journal of Business and Management, 8(10). https://doi.org/10.5539/ijbm.v8n10p27