GRA 6842 Cross-Cultural Negotiations: Doing Business in Japan



Ashkanasy, N. et al. (2004) 'Future orientation', in Culture, leadership, and organizations: the GLOBE study of 62 societies. Thousand Oaks, Calif: Sage, pp. 282–294.

'Assorted cases for Negotiations' (no date).

Brett, J.M. (2014a) Negotiating Globally: How to Negotiate Deals, Resolve Disputes, and Make Decisions Across Cultural Boundaries. 3rd ed. Hoboken: Wiley. Available at: 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. Third edition. San Francisco, CA: Jossey-Bass. Available at: https://ebookcentral.proquest.com/lib/bilibrary/detail.action?docID=1651185.

Carl, D., Gupta, V. and Javidan, M. (2004) 'Power distance', in Culture, leadership, and organizations: the GLOBE study of 62 societies. Thousand Oaks, Calif: Sage, pp. 513–523. Den Hartog, D.N. (2004) 'Assertiveness', in Culture, leadership, and organizations: the GLOBE study of 62 societies. Thousand Oaks, Calif: Sage, pp. 395–405.

Emrich, C.G., Denmark, F.L. and 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. Thousand Oaks, Calif: Sage, pp. 343–358.

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

Gelfand, M.J. et al. (2004) 'Individualism and Collectivism', in Culture, leadership, and organizations: the GLOBE study of 62 societies. Thousand Oaks, Calif: Sage, pp. 437–471. Gillian Warner-Søderholm (2010) 'Global vs. Local Communication and Cultural Patterns: Regional Differences in the Norwegian Business Culture', (3).

Hofstede, G., Hofstede, G.J. and Minkov, M. (no date) Cultures and organizations: software of the mind : intercultural cooperation and its importance for survival. 3rd ed. New York: McGraw-Hill. Available at: https://www.dawsonera.com/abstract/9780071770156.

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

Javidan, M. (2004) 'Performance orientation', in Culture, leadership, and organizations: the

GLOBE study of 62 societies. Thousand Oaks, Calif: Sage, pp. 239-252.

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

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

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

Trompenaars, F. and Hampden-Turner, C. (no date) Riding the waves of culture: understanding diversity in global business. 3rd ed., rev.updated. London: Nicholas Brealey Publ. Available at: 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). Available at: https://doi.org/10.5539/ijbm.v8n10p27.