GRA 6842 Cross-Cultural Negotiations: Doing Business in Japan



[1]

N. Ashkanasy, V. Gupta, M. S. Mayfield, and E. Trevor-Roberts, 'Future orientation', in Culture, leadership, and organizations: the GLOBE study of 62 societies, Thousand Oaks, Calif: Sage, 2004, pp. 282–294.

[2]

M. J. Gelfand, D. P. S. Bhawuk, L. H. Nishi, and D. J. Bechtold, 'Individualism and Collectivism', in Culture, leadership, and organizations: the GLOBE study of 62 societies, Thousand Oaks, Calif: Sage, 2004, pp. 437–471.

[3]

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

[4]

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

[5]

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

[6]

M. Javidan, 'Performance orientation', in Culture, leadership, and organizations: the GLOBE study of 62 societies, Thousand Oaks, Calif: Sage, 2004, pp. 239–252.

[7]

C. G. Emrich, F. L. Denmark, and D. N. Den Hartog, '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, 2004, pp. 343–358.

[8]

D. N. Den Hartog, 'Assertiveness', in Culture, leadership, and organizations: the GLOBE study of 62 societies, Thousand Oaks, Calif: Sage, 2004, pp. 395–405.

[9]

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

[10]

Gillian Warner-Søderholm, 'Global vs. Local Communication and Cultural Patterns: Regional Differences in the Norwegian Business Culture', no. 3, 2010.

[11]

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

[12]

G. Warner-Søderholm, 'Beyond a Literature Review of Hall's Context Dimension: Scale

Development, Validation & Empirical Findings within a Norwegian Study', International Journal of Business and Management, vol. 8, no. 10, Apr. 2013, doi: 10.5539/ijbm.v8n10p27.

[13]

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

[14]

J. M. Brett, Negotiating globally: how to negotiate deals, resolve disputes, and make decisions across cultural boundaries, Third edition., vol. The Jossey-Bass business&management series. San Francisco, CA: Jossey-Bass, 2014 [Online]. Available: https://ebookcentral.proquest.com/lib/bilibrary/detail.action?docID=1651185

[15]

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

[16]

'Assorted cases for Negotiations'. .

[17]

G. Hofstede, G. J. Hofstede, and M. Minkov, Cultures and organizations: software of the mind : intercultural cooperation and its importance for survival, 3rd ed. New York: McGraw-Hill [Online]. Available: https://www.dawsonera.com/abstract/9780071770156

[18]

F. Trompenaars and C. Hampden-Turner, Riding the waves of culture: understanding diversity in global business, 3rd ed., rev.Updated. London: Nicholas Brealey Publ [Online]. Available: https://www.dawsonera.com/abstract/9781904838401