



## PBS Bargaining Across Borders: How to Negotiate Business Successfully Anywhere in the World (New edition)

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By Dean Allen Foster

McGraw-Hill Education - Europe. Paperback. Book Condition: new. BRAND NEW, PBS Bargaining Across Borders: How to Negotiate Business Successfully Anywhere in the World (New edition), Dean Allen Foster, How do you convey respect in Japan? Are business gifts appropriate in Kuala Lumpur? Can women negotiate contracts in Morocco? The right answers can mean lucrative foreign deals. The wrong ones can spell farewell to golden opportunities abroad. Now you no longer have to rely on instinct and hearsay to succeed in cross-cultural negotiations. This book prepares you for the real-life situations you'll face in international deal-making. You will learn all the right moves, whether your business takes you to Japan and the Pacific Rim; Western, Southern, or Central Europe; Latin America and the Caribbean; the Arab world; or Australia. Emphasizing the acquisition of a "global mindset," this book tells you how to recognize the real leaders among your foreign counterparts; handle crucial cross-cultural differences in negotiating styles; deal with unfamiliar concepts of punctuality, manners, and gift-giving; and emerge victorious as a successful international negotiator!.



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