

MANAGING ACROSS CULTURES

Core Abilities of The Managing Across Cultures



Managing Across Cultures

Pat Joynt, Malcolm Warner



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abroad applications boxes showing how theories and key concepts can be applied to solve real life management problems student questions to encourage critical thinking and updated examples and references Supplementary teaching and learning materials are available on a companion website at www.cambridge.org/steers In addition recommended in depth cases for each chapter are available at www.iveycases.com/CaseMateBrowse.aspx

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Managing Across Cultures: A Learning Framework Meena S. Wilson, Michael H. Hoppe, Leonard R. Sayles, 1996-11-01 Managing in a multicultural setting can be very challenging Culture strongly influences how people behave and how they understand the behavior of others and cultures vary in the behaviors they find proper and acceptable This report which integrates work done by experts in the fields of anthropology cross cultural psychology and international business management with CCL's perspective on how executives learn from experience describes the cultural values often unconsciously held that underlie work in the U S and provides managers in the U S with a structured way of learning about the value preferences of people from other cultures Examples drawn from workplaces around the world aid in applying the framework

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Cross-cultural Business Behavior Richard R. Gesteland, 2002 This is a practical guide for international business people who sell manage and negotiate across cultures since it is designed to prepare the business visitor to conduct effective negotiations in the world s major markets

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