



# **SALES MANAGEMENT**

# Sales And Sales Management Today A Readings

**Harold Howard Maynard, Walter  
Crothers Weidler**



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management worldwide have clearly challenged the ability of academics to make courses in international management relevant. One of the best ways to enrich courses is to supplement textbook material with recent articles and case studies. *Readings and Cases in International Management: A Cross Cultural Perspective* is a compilation of contemporary readings and case studies that focus on managing global organizations. Intended as a companion to editor David C. Thomas's *Essentials of International Management: A Cross Cultural Perspective* (SAGE, 2001), great care has been taken to select readings that do not duplicate but supplement material typically contained in texts on this topic. The readings and cases in this book are organized around three major themes: the basis for understanding the influence of culture on international management; the key roles that international managers play; and the important challenges that these managers face. Designed to represent a broad geographic scope, this integrative volume includes: An explanation of how culture influences individual managers; Methods to systematically describe cultural differences; Fundamental principles that influence cross cultural interactions; An examination of managers as communicators, negotiators, change agents, and organization builders; Procedures for designing effective organizational structures. *Readings and Cases in International Management: A Cross Cultural Perspective* presents ways to maximize the positive effects of cultural diversity while minimizing the negative consequences. An index of key terms, teaching notes, and a quick reference guide are provided to facilitate learning in a separate instructor's manual. Developed as a supplement for advanced international management texts, this is also an excellent primary text for courses in organizational behavior, management, and international business.

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