



SIXTH EDITION

Essentials of NEGOTIATION

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East Asians are becoming more confident in their own culture and ways of doing things at the same time they are open to the melding of east west ways Because of this form of cultural hybridization it is useful to include the authors multidisciplinary area studies training which decodes some of the cultural symbols and contextual language used in Asian negotiations They do so keenly with globalization s impact in mind Due to globalization western styles of negotiations have constantly engaged closely with negotiations styles in Asia including East Asia and the cross pollination of ideas between the two have resulted in hybridized negotiations styles in the contemporary setting Distilled practitioner knowledge will be combined with literature review and theoretical readings to share with readers the intricacies as well as theoretician s conceptualizations of East Asian negotiation styles The book is written from the sub discipline of cross cultural negotiating styles adopting some sociological anthropological perspectives anecdotes and concepts to discuss this subject matter This volume hopes to fill in the gap between theoretical and applied knowledge through the use of theoretical concepts that readers from the West and other English language textbook readers are familiar with while supplementing the concepts with practitioner oriented case studies drawn from actual experiences This prevents the publication from becoming a theory heavy text

International Business Negotiation Barry Maude,2020-04-10 Expertly blending theory and practice this accessible and up to date textbook offers a clear and comprehensive introduction to international business negotiation The book draws on the practical experiences of managers consultants and entrepreneurs who have successfully conducted business negotiations around the world offering practical and realistic guidelines for improving negotiation practice in a wide range of international and cross cultural contexts It covers the key negotiation theories concepts strategies and practices needed to succeed in contemporary business negotiations Thoroughly updated throughout this edition contains new content on ethical cross border M A and international joint ventures negotiations With engaging pedagogy and rigorous coverage of key theories and research findings this textbook is an essential companion for modules in negotiation and international negotiation at undergraduate postgraduate and MBA modules It is also suitable for managers and practitioners who are interested in or participate in international negotiation

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