
Cross Cultural Business Negotiations

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cultural distance, firm boundaries, and global sourcing - cultural distance, firm boundaries, and global sourcing yuriy gorodnichenko uc berkeley and nber bohdan kukharskyy university of tübingen gerard roland

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cultural notes on chinese negotiating behavior - cultural notes on chinese business negotiation 2 second, china's contemporary guo qing has greatly affected the way business is conducted between chinese and foreign firms. for instance, one element of china's guo qing is lack of economic and social development due to foreign invasions and exploitation in the late 19th and early 20th centuries, and the military and political movements that ...

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cultural differences in project management - annales universitatis apulensis series oeconomica, 12(2), 2010 659 the impact of cultural differences in project management it is helpful if the project team members can meet each other face to face even one time.

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