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3: Culture and Strategy for Negotiating Deals
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Strategic Misalignment Between Intercultural Negotiators
High Joint Gains May Be Possible; Advice for Negotiating Interculturally; Moving on to Resolving Disputes; 4: Resolving Disputes; The Difference Between Negotiating Deals and Resolving Disputes; BATNAs Are Linked; Minimizing Costs; Emotions; Conflict and Confrontation in Dignity, Face, and Honor Cultures; Conflict and Confrontation in Dignity Cultures; Conflict and Confrontation in Face Cultures; Conflict and Confrontation in Honor Cultures; Interests, Rights, and Power: Three Strategic Approaches to Resolving Disputes; Interests; Rights Power
How to Start a Dispute Resolution Negotiation; How to Change the Focus from Rights or Power to Interests; Using Third Parties in Dispute Resolution; Third Parties with Authority; Third Parties Without Authority; Excellent Dispute Resolvers; 5: Negotiating in Teams; Managing Procedural Conflict in Teams; Three Models of Teamwork; Subgroup Dominant Teamwork; Hybrid Teamwork; Fusion Teamwork; Using Negotiation Strategy to Manage Task Conflict and Make Decisions in Teams; Using Negotiation Concepts to Evaluate Team Decisions; Generating Information in Teams
Negotiating to Integrate Information and Reach Decisions

Sommario/riassunto

A framework for anticipating and managing cultural differences at the negotiating table In today's global environment, negotiators who understand cultural differences and negotiation fundamentals have a decided advantage at the bargaining table. This thoroughly revised and updated edition of Negotiating Globally explains how culture affects negotiators' assumptions about when and how to negotiate, their interests and priorities, and their strategies. It explains how confrontation, motivation, influence, and information strategies shift due to culture. It provides strategic advi