

1. Record Nr.	UNINA9910779488003321
Autore	Rudd Jill E
Titolo	Communicating in global business negotiations [[electronic resource] ] : a geocentric approach // Jill E. Rudd, Diana R. Lawson
Pubbl/distr/stampa	Los Angeles, [Calif.] ; ; London, : SAGE, c2007
ISBN	1-5443-4996-3 1-4522-2482-X 1-4522-1542-1
Descrizione fisica	1 online resource (xi, 276 p.)
Altri autori (Persone)	LawsonDiana R
Disciplina	658.4052
Soggetti	Negotiation in business Business communication Intercultural communication
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Cover; Table of Contents; Preface; 1 - Introductionand Overview; 2 - A GeocentricPerspective; 3 - A Geocentric Negotiation Process; 4 - Influence of Cultural Goals and Values; 5 - Communication Profile; 6 - The Role of Intercultural Communication Competency in Global Business Negotiations; 7 - The International Business Context; 8 - Alternative Dispute Resolution; 9 - A Practitioner Perspective; 10 - Conclusion; Index; About the Authors
Sommario/riassunto	'Communicating in Global Business Negotiations' presents a new method for the study of communication and negotiation in international interactions and provides students with the knowledge to conduct negotiations from a geocentric framework by integrating communication and international business perspectives.