

1. Record Nr.	UNINA9910792293803321
Autore	Moore Christopher W. <1947->
Titolo	Handbook of global and multicultural negotiation [[electronic resource] /] / Christopher W. Moore, Peter J. Woodrow
Pubbl/distr/stampa	San Francisco, CA, : Jossey-Bass, 2010
ISBN	0-470-57344-9 9786612549274 0-470-57342-2 1-282-54927-8
Edizione	[1st ed.]
Descrizione fisica	1 online resource (508 p.)
Altri autori (Persone)	WoodrowPeter J
Disciplina	658.4/052
Soggetti	Negotiation in business Cultural relations
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""; ""Title Page""; ""Copyright""; ""Contents""; ""Figures, Tables, and Exhibit""; ""Preface""; ""Part One: The Essentials of Global and Multicultural Negotiation""; ""Chapter 1 Introduction to Culture and Negotiation: The Context of Global and Multicultural Negotiations""; ""A Definition of Culture""; ""What is Negotiation?""; ""Cultural Variations regarding the Essential Purposes of Negotiations""; ""Preparations for Intercultural Negotiations and Dispute Resolution""; ""Conclusion""; ""Chapter 2 The Wheel of Culture""; ""The Outer Rim: Natural Environment, History, and Social Structures""; ""The Inner Rim""; ""The Spokes of the Wheel""; ""Conclusion""; ""Chapter 3 Strategies for Global Intercultural Interactions""; ""Basic Negotiation Strategies""; ""Making Negotiation Choices to Facilitate Coordination""; ""Conclusion""; ""Chapter 4 Cross-Cutting Issues in Negotiation""; ""Key Cultural Variables that Influence Negotiations""; ""Basic Approaches to Negotiation""; ""Framing and Reframing""; ""Who

Engages in Negotiations, and How?"; "Power and Influence";  
 "Conclusion"; "Appendix: Sources of Power"; "Part Two: A Step-by-  
 Step Guide to Intercultural Negotiations  
 "; "Chapter 5 The Preparation Stage"  
 "A Cultural Lens in Preparing for Intercultural Interactions"; "Factors in  
 Cultural Analysis"; "A Brief Guide to Prenegotiation Preparation and  
 Planning"; "Conclusion"; "Chapter 6 Beginning Negotiations  
 "; "Making First Contacts"; "Activities for First Meetings"; "Deeper  
 Exploration of the Purposes of Negotiations"; "Conclusion"; "Chapter  
 7 Identifying and Exploring Issues"  
 "Identifying and Agreeing on Issues to be Discussed"  
 "General Strategies for Coordinating the Structure of Talks";  
 "Conclusion"; "Chapter 8 Cultural Patterns in Information Exchange  
 "; "Discussing Issues and Interests and Exchanging Information";  
 "Cultural Patterns of Information Sharing"; "Probing for Additional  
 Information"; "Conclusion"; "Chapter 9 Problem Solving and Option  
 Generation"; "Clarification of Terms Related to Option Generation";  
 "Timing of Option Generation"; "Conducting Discussions on Issues";  
 "Generating Options"  
 "Cultivating Attitudes of Cooperation"

## Sommario/riassunto

Praise for Handbook of Global and Multicultural Negotiation "In today's globalized world, few competencies are as essential as the ability to negotiate across cultures. In this insightful and practical book, Chris Moore and Peter Woodrow draw on their extensive global experience to help us understand the intricacies of seeking to reach intercultural agreements and show us how to get to a wise yes. I recommend it highly!" William Ury coauthor, *Getting to Yes*, and author, *The Power of a Positive No* "Rich in the experience of the authors and the lessons they share, we learn that culture is more