1. Record Nr. UNINA9910810709303321 Autore Gesteland Richard R Titolo India: cross-cultural business behavior: for business people, expatriates and scholars // Richard R. Gesteland & Mary C. Gesteland Pubbl/distr/stampa [Frederiksberg], : Copenhagen Business School Press Portland, OR, : Distribution, North America, International Specialized Book Services, 2010 **ISBN** 1-62198-662-4 87-630-9946-2 Edizione [1st ed.] Descrizione fisica 1 online resource (194 p.) Altri autori (Persone) GestelandMary C Business etiquette - India Soggetti Intercultural communication - India National characteristics Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Bibliographic Level Mode of Issuance: Monograph Nota di contenuto Front Cover -- Title Page -- Colophon -- Table of Contents --Foreword -- Richard -- Mary -- Acknowledgements -- Part One: Communicating, Negotiating and Managing in India -- Chapter One: The Business Culture of India -- Business Culture: A Definition --National Business Cultures -- Nordic Examples -- Tendencies versus Stereotypes -- Definition of the "West" -- Cultural Differences and Similarities -- Chapter Two: Polychronic and Monochronic Time --Climate and Time Behavior -- Wilting in Jaipur -- Comparing Polychronic and Monochronic Time Behavior -- Lack of Punctuality --Meeting Behavior -- Case 21: Waiting in Bangalore -- Late Deliveries, Missed Deadlines -- Case 22: The Reluctant Messenger -- Case 23: The Outsourcing Contract -- Surviving Polychronic Time Behavior --Time Behavior Is Changing ... Slowly -- Chapter Three: Relationship Focus and Deal Focus -- Case 31: Collecting Past Due Accounts --Case 32: Cutting Red Tape in India -- Case 33: Negotiating with Indian Government Officials -- The Importance of Relationships --Case 34: Using Your Contacts -- Maintaining Your Relationships --

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