



# Fundamental features of German business culture

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# Business Germany A Practical Guide To Understanding German Business Culture

**Roger E. Axtell, Tami Briggs, Margaret  
Corcoran, Mary Beth Lamb**

## **Business Germany A Practical Guide To Understanding German Business Culture:**

**Business Germany** Peggy Kenna, Sondra Lacy, 1994      Cultural Link Kanada, Deutschland David Gethin John, 2003 Das Buch ist der erfolgreichen Geschichte eines akademischen Austauschs gewidmet Es dokumentiert die Magister und Doktorarbeiten mit denen mehr als 100 Studierende einen doppelten Studienabschluss erlangten einen deutschen und einen nordamerikanischen Titel Die Beitr ge reflektieren pers nliche Erfahrungen entwickeln innovative Konzepte interkulturellen Lehrens und Lernens analysieren linguistische und gesellschaftliche Aspekte des Kulturkontakts Intertextualit t Austauschprozesse sowie Kooperation und Partnerschaft f r gro e kulturelle Inszenierungen      **Negotiation** David Churchman, 1995 This study outlines and defines key terms and concepts behind negotiation tactics that have been effective throughout history It is completed with a glossary of over 50 terms used in negotiations      **The Global Negotiator** Jeswald Salacuse, 2015-01-13 In today s global business environment an executive must have the skills and knowledge to navigate all stages of an international deal from negotiations to managing the deal after it is signed The aim of The Global Negotiator is to equip business executives with that exact knowledge Whereas most books on negotiation end when the deal is made Jeswald W Salacuse will guide the reader from the first handshake with a potential foreign partner to the intricacies of making the international joint venture succeed and prosper or should things go poorly how to deal with getting out of a deal gone wrong Salacuse illustrates the many ways in which an international deal may falter and the methods parties can use to save it provides the necessary technical knowledge to structure specific business transactions and explores the transformations to the international business landscape over the last decade      **Chinese Business Culture** Andrea Schulz, 2006-11-23 Inhaltsangabe Abstract The aim of this Masters thesis is to explain Chinese business culture In order to understand why Chinese business culture is different from European or American business culture for example it is necessary to know the roots of Chinese cultural values what is the specific Chinese context which made it possible that China bore its unique business culture Which specific values are valid in China today How do they influence Chinese business conduct This Master s thesis explains the development and constitution of Chinese business culture Furthermore with reference to the latest literature about the topic and additional field research in a private company in China this Masters thesis reveals recent changes in Chinese business cultural values Because business culture is influenced by variables such as globalisation or the political system it represents a dynamic value system over the long term Thus this Masters thesis updates academic knowledge about this topic Moreover it addresses questions that have been raised by academic authors Whenever I found a remark in literature which raised up an interesting issue for further research I noted the hint down and included it into my survey Thereby I try to add new perspectives to the topic of Chinese business culture In total this Masters thesis should therefore be a useful and topical guide to Chinese business culture Inhaltsverzeichnis Table of Contents Table of Contentsiii List of Abbreviationsv List of Figuresvi Acknowledgementsvii 1 Aim of the Thesis and Leading Argument8 2

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