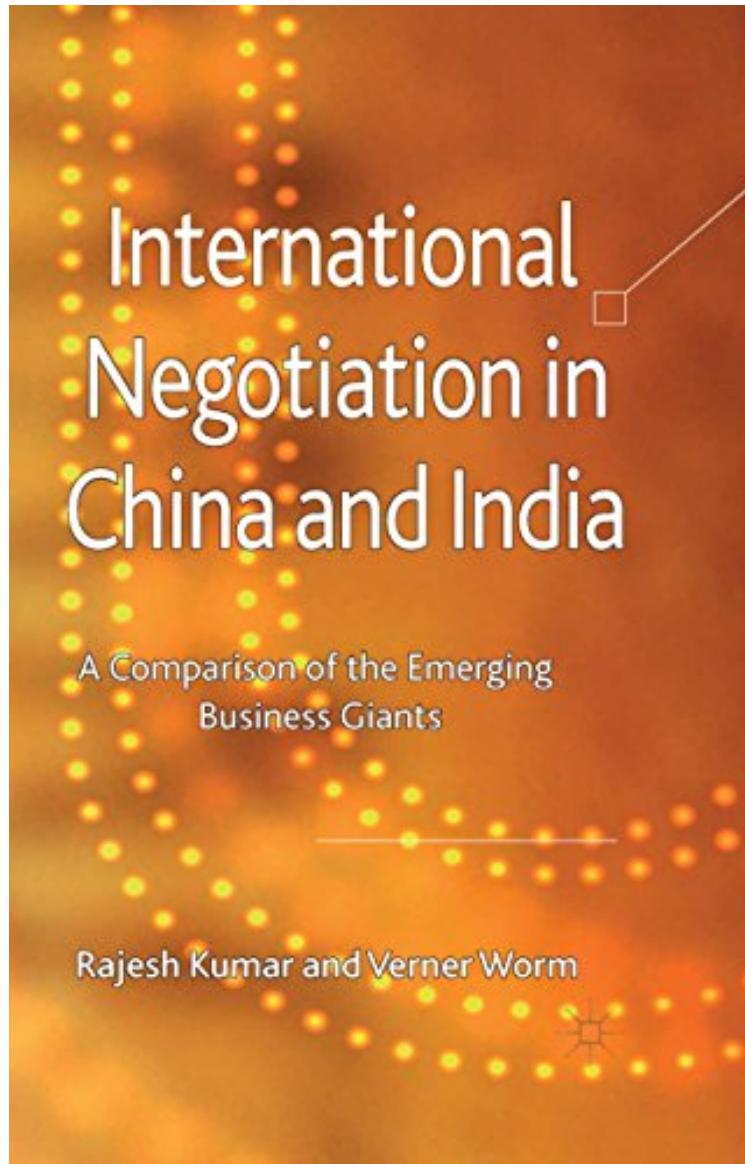


[Ebook pdf] International Negotiation in China and India: A Comparison of the Emerging Business Giants

International Negotiation in China and India: A Comparison of the Emerging Business Giants

R. Kumar, V. Worm

*audiobook / *ebooks / Download PDF / ePub / DOC*



 Download

 Read Online

#3123039 in eBooks 2011-11-22 2011-11-22File Name: B009ABYKUG | File size: 39.Mb

R. Kumar, V. Worm : International Negotiation in China and India: A Comparison of the Emerging Business Giants before purchasing it in order to gage whether or not it would be worth my time, and all praised International Negotiation in China and India: A Comparison of the Emerging Business Giants:

Negotiation is an important managerial skill. The ability to negotiate across cultures becomes even more challenging due to differences in institutional practices. This book explores how the institutional environment in India and China shapes their negotiating behaviour.

About the Author
RAJESH KUMAR Associate Professor of International Business Strategy at the University of Nottingham, UK. He holds a Ph.D. in International Business from New York University, USA. He has taught at Penn State University in the USA, the University of Aarhus in Denmark and in numerous other European institutions. His research interests lie in international negotiations, the management of alliances, and managing in emerging markets such as India and China. He has published widely and co-edited a special issue of International Negotiation Journal which looked at the interplay between culture and negotiation.
VERNER WORM Professor of Chinese Business and Development at Copenhagen Business School, Denmark. He holds a Masters in Sinology and a Bachelor degree in Political Science from Copenhagen University. His primary research interests are Chinese indigenous management, international negotiations, international human resource management, and cross-cultural management.