



Negotiating Across Cultures: International Communication in an Interdependent World (Paperback)

By Raymond Cohen

United States Institute of Peace Press, United States, 1997. Paperback. Condition: New. 2nd Revised edition. Language: English . Brand New Book. For this substantially revised edition of his 1991 book, Raymond Cohen has added two new chapters, updated previous examples, and added numerous recent ones, especially concerning U.S. trade agreements. Newly added cases include the negotiations over NAFTA, China's most-favored-nation status, the nuclear non-proliferation treaty, and the Okinawa bases. All in all, about 40 percent of the text is new. Cohen explores how cultural factors have affected U.S. dealings with Japan, China, Egypt, India, and Mexico. He demonstrates that there are two quite different models of negotiation: low context, a predominantly verbal and explicit style typical of individualistic societies such as the United States, and high context, a style associated with nonverbal and implicit communication more typical of traditionally interdependent societies. He concludes the book with ten specific recommendations for the intercultural negotiator.



[READ ONLINE](#)
[2.11 MB]

Reviews

An exceptional pdf and the typeface utilized was fascinating to read through. It can be written in straightforward words and phrases instead of confusing. I am just quickly could possibly get a delight of looking at a written ebook.

-- Prof. Arlie Bogan

It is a single of the best book. This is for those who state there had not been a well worth reading through. Once you begin to read the book, it is extremely difficult to leave it before concluding.

-- Dr. Barney Robel Jr.