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Scott D. Seligman



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International Business Etiquette Ann Marie Sabath, 2002-12-03 International Business Etiquette: Asia and the Pacific Rim is the ideal guide for establishing and maintaining relationships in Asia, and it is as well suited to the first-time traveler as to the seasoned veteran. For quick reference, chapters are devoted to each of the countries covered and offer countless suggestions and sage advice that can help you get ahead, make the deal, and build relationships that matter. Topics include Proper greetings and introductions, Business card etiquette, Body language, Questions to ask and topics to avoid, Meeting Manners, The art of business entertaining and mealtime etiquette, Special concerns for women doing business in Asia, When tipping is appropriate and when it is not.

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gaffes interpret behaviour and make positive impressions Business Etiquette Bianca Harrington, AI, 2025-02-28 In today's globalized business landscape mastering business etiquette is more critical than ever Business Etiquette serves as a comprehensive guide highlighting the importance of professional etiquette workplace manners and understanding diverse cultural norms Did you know that a lack of cultural awareness can significantly hinder business negotiations Or that mastering these skills offers a competitive edge in international markets This book emphasizes that etiquette is not about arbitrary rules but about fostering genuine respect and driving positive outcomes in professional relationships The book takes a practical approach starting with core concepts applicable across various business settings such as effective communication and appropriate dress codes It then delves into specific cultural nuances dedicating chapters to regions like East Asia Europe and Latin America addressing greetings gift giving and negotiation styles Finally the book explores the implications of etiquette in modern scenarios like virtual meetings and international travel providing actionable advice supported by research expert opinions and real world case studies helping you avoid those costly cultural faux pas Doing Business in China ,

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