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Kiss, Bow, or Shake Hands® DIGITAL delivers this essential knowledge when you need it - and helps you build the tangible intercultural skills required for international venues and diverse domestic markets. Country profiles include: Business Practices - perceptions of time, negotiating practices, entertaining.

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See chapter 7 in Kiss, Bow or Shake Hands® Courtrooms to Corporate Counsels regarding "Silence." [NOTE: An excerpt of this chapter will be added in 2020 as an audio file.] Negotiating: Begin by explaining your premise—the theory and the process you used to analyze the data.

Kiss, Bow, or Shake Hands, Sales and Marketing: The ...

The French shake hands and often kiss cheeks as well. Entire doctoral theses have been written about how many kisses French people use to greet each other. It's between one and four, depending on where you are. (Here's a helpful map.)

Amazon.com: Kiss, Bow, or Shake Hands: The Guide to Doing ...

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McGraw-Hill Professional

Kiss, Bow, or Shake Hands: Sales and Marketing is an informative, entertaining guide that shows you what to do—and what to avoid—in any given sales or marketing situation, from Argentina to South Africa. It provides the expert knowledge you need to gather data in diverse cultures, properly present your products, and close deals around the world.

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countries. Website by An outstanding reference for anyone who wants to understand and appreciate diversity, cultural norms, and ethnic differences. There's a limited amount of time, or maybe you're in-route with a several hours to kill on a plane ride.

Kiss Bow Or Shake Hands

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KISS, BOW OR SHAKE HANDS

The original Kiss, Bow, or Shake Hands is one of Inc. magazine's top seven books on negotiating and, as of this writing, has sold over 450,000 copies. This book in the Kiss, Bow, or Shake Hands series has been written specifically for legal professionals—to help you develop the tangible intercultural skills that will support your successful legal practice.

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Blog - KISS, BOW OR SHAKE HANDS

Kiss, bow, or shake hands : the bestselling guide to doing business in more than 60 countries / Terri Morrison and Wayne A. Conaway. Format Book Edition 2nd ed. Published Avon, Mass. : Adams Media, c2006. Description xiii, 593 p. : ill. ; 24 cm. URL

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Kiss, Bow, or Shake Hands: How to Do Business in Sixty Countries 1st edition by Morrison, Terri; Conaway, Wayne A.; Borden, George A. published by Bob Adams, Inc. Paperback Paperback - January 1, 1994. 4.0 out of 5 stars 30 ratings.

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