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# e-Negotiations: Networking and Cross-Cultural Business Transactions

*Nicholas Harkiolakis, Daphne Halkias*  
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**Nicholas Harkiolakis, Daphne Halkias : e-Negotiations: Networking and Cross-Cultural Business Transactions** before purchasing it in order to gauge whether or not it would be worth my time, and all praised e-Negotiations: Networking and Cross-Cultural Business Transactions:

Practical negotiating skills, including those needed for cross-cultural negotiations have long been taught in classrooms, along with some of the theory that underpins them. Most of this has been based on the notion that negotiation will be

interpersonal and face-to-face. In recent years, though, globalization, the telecommunications boom and the ever increasing need for today's professionals to conduct cross-cultural business transactions has led to a new way of negotiating, bargaining, and resolving disputes. In e-Negotiations, Nicholas Harkiolakis and his co-authors highlight the challenge that awaits the young professionals who are today training in business schools. Future dispute resolutions and bargaining will take place between faceless disputants involved in a new kind of social process. Any adolescent with a mobile phone and Internet access knows that most of today's social transactions take place via a hand held or other electronic device. In a world of video conferences, chat rooms, Skype, Facebook, and MySpace, critical financial, business and political decisions are made through interaction between two-dimensional characters on screens. Here, the authors compare and contrast e-negotiation as it currently is with traditional face-to-face negotiation. Case studies illustrate how cross-cultural negotiations can be managed through modern channels of social influence and information-sharing and shed light on the critical social, cognitive and behavioral role of the negotiator in resolving on-line, cross-cultural, conflicts and disputes, and generally in bargaining and negotiation. This book, with its practical exercises, will be of immense help to students and professionals needing to 'practice' with the new negotiating media.

'Nicholas Harkiolakis and his colleagues explore, analyze, explain and assess the very complex constituents involved in e-negotiation. If you are involved in business or policy resolutions at a distance, you will be happy to have "E-Negotiation" clearly in mind and ready to hand for frequent reference. If you are an educator, seeking aids for your management or policy studies students, you would be lucky to find a more comprehensive introduction that provides them with the particulars of negotiation and the impact of the internet and related technologies on the knowledge, communications, and other skills of e-negotiation.' Thomas M. Rocco, President Emeritus, Granite State College and The Leadership Institute of Seattle, USA 'This remarkable book is for everyone - from business students to professional negotiators. Innovative, insightful, intelligent, and to the point, this easy-to-read text on electronic negotiations, which is a mainstay in today's online, global business marketplace, will help you better understand both the basic skills and subtle nuances needed to resolve conflicts and manage e-negotiations with confidence.' Paul W. Thurman, Columbia University, USA and author of MBA Fundamentals: Strategy and MBA Fundamentals: Statistics

About the Author Dr Nicholas Harkiolakis is currently Associate Dean of Business, Health and Technology at the Higher Colleges of Technology in Abu Dhabi, UAE; Visiting Fellow at Brunel University Business School, UK. Dr Harkiolakis is Associate Editor of International Journal of Social Entrepreneurship and Innovation. Dr Daphne Halkias is a Senior Research Fellow at the Center for Young and Family Enterprise, at the University of Bergamo in Italy; Research Affiliate at The Institute for Social Sciences at Cornell University in the USA, and Affiliate, Institute of Coaching at McLean Hospital, Harvard Medical School, USA. Dr Halkias is the CEO of Executive Coaching Consultants and the Editor of The International Journal of Social Entrepreneurship and Innovation. Dr Sam Abadir is Visiting Professor at CEDEP and INSEAD, France, and a Fellow at Judge Business School, Cambridge University, UK. Dr Abadir is President of Executive Coaching Consultants and an international consultant in the field of cross-cultural negotiations.