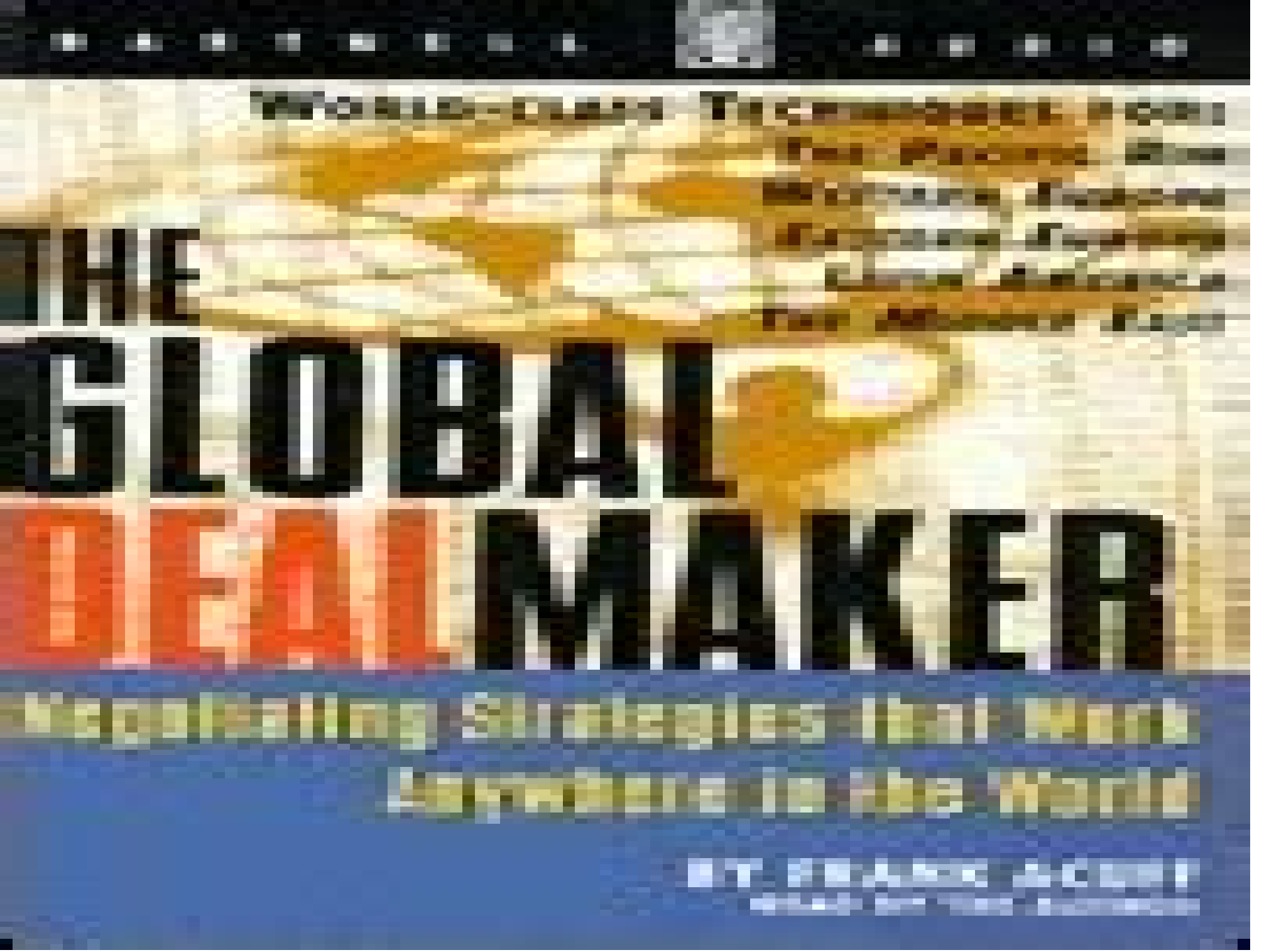




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How the world's oceans are changing and what it means for the future of the planet.

BY STEPHEN J. C. SMITH
WITH ILLUSTRATIONS BY J. C. SMITH

The Global Deal Maker Negotiating Strategies That Work Anywhere In The World

Christian G. Meyer



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water the deep seated cultural values on which unsuspecting executives routinely founder In this book as in her world renowned training courses and seminars Hodge departs from the common practice of drilling readers in the do s and don ts of doing business in various cultures She concentrates instead on helping you build cross cultural competence by acquainting you with the basic values beliefs and biases that inform the business styles in most Asian Latin American and European cultures Rather than simply offering tips on how to eat and what colors to wear which do appear in abundance throughout the book she coaches you in a proven set of strategies and skills that will enable you to successfully navigate the people dimension of doing business virtually anywhere in the world For Hodge learning to see past one s own cultural hobbyhorses while avoiding getting trampled by everyone else s is the first big step toward succeeding in global business Thus most of her discussions of specific cultural differences start by exploring values and business practices that seem natural to North Americans and go on to show how they differ from values and practices in other cultures To better illustrate her points she has included anecdotes throughout told by managers from North America and around the world that provide vivid sometimes hilarious object lessons in how minor cultural frictions and misunderstandings can mushroom into major business disasters A complete guide to building solid cross border business relationships *Global Smarts* is must reading for all managers and entrepreneurs in today s global business world Proven strategies for breaking down cultural barriers and building prosperous business relationships anywhere in the world American executives need to know how to communicate effectively with their associates around the world to remain competitive In *Global Smarts* Sheida Hodge a successful international entrepreneur and one of the most sought after cross cultural business trainers shares her proven strategies for successfully dealing with such issues as language barriers culture shock international negotiation tactics and how to establish trust on a cross cultural basis Unlike other authors who merely list the various do s and don ts of doing business in specific regions Hodge helps you to develop a high degree of cross cultural competency that translates into an unbeatable competitive edge virtually anywhere in the world Packed with practical insider tips and eye opening anecdotes from cross cultural managers from the United States and other countries this thoroughly engaging guide is an indispensable resource for anyone doing business in today s global business world

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