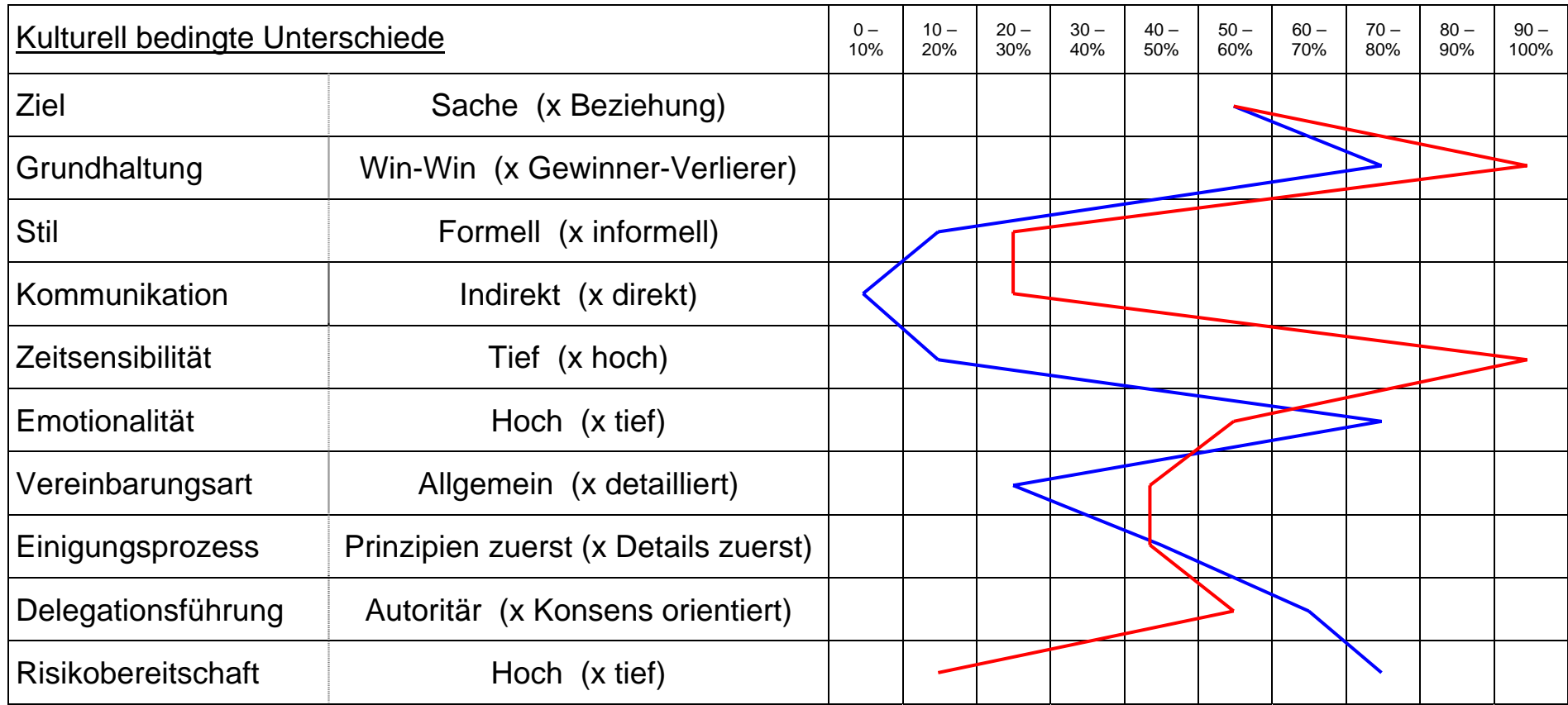


# Kultureller Einfluss auf den Verhandlungsstil



USA: ————— Japan: —————

Gemäss: Jeswald Salacuse, *Ten Ways that Culture Affects Negotiating Style: Some Survey Results*, Negotiation Journal, 07/98, Vol. 14/3