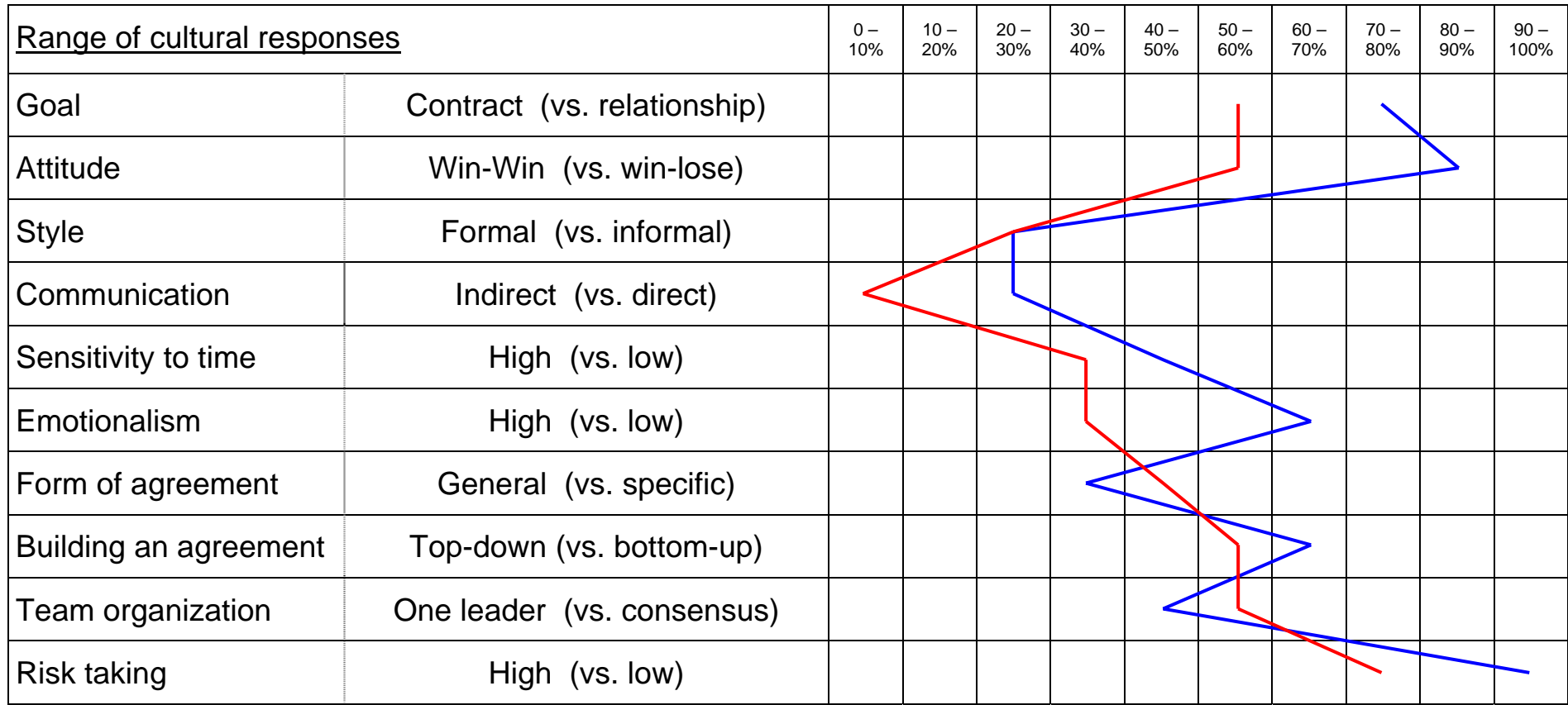


Impact of Culture on Negotiation



France: ————— Germany: —————

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