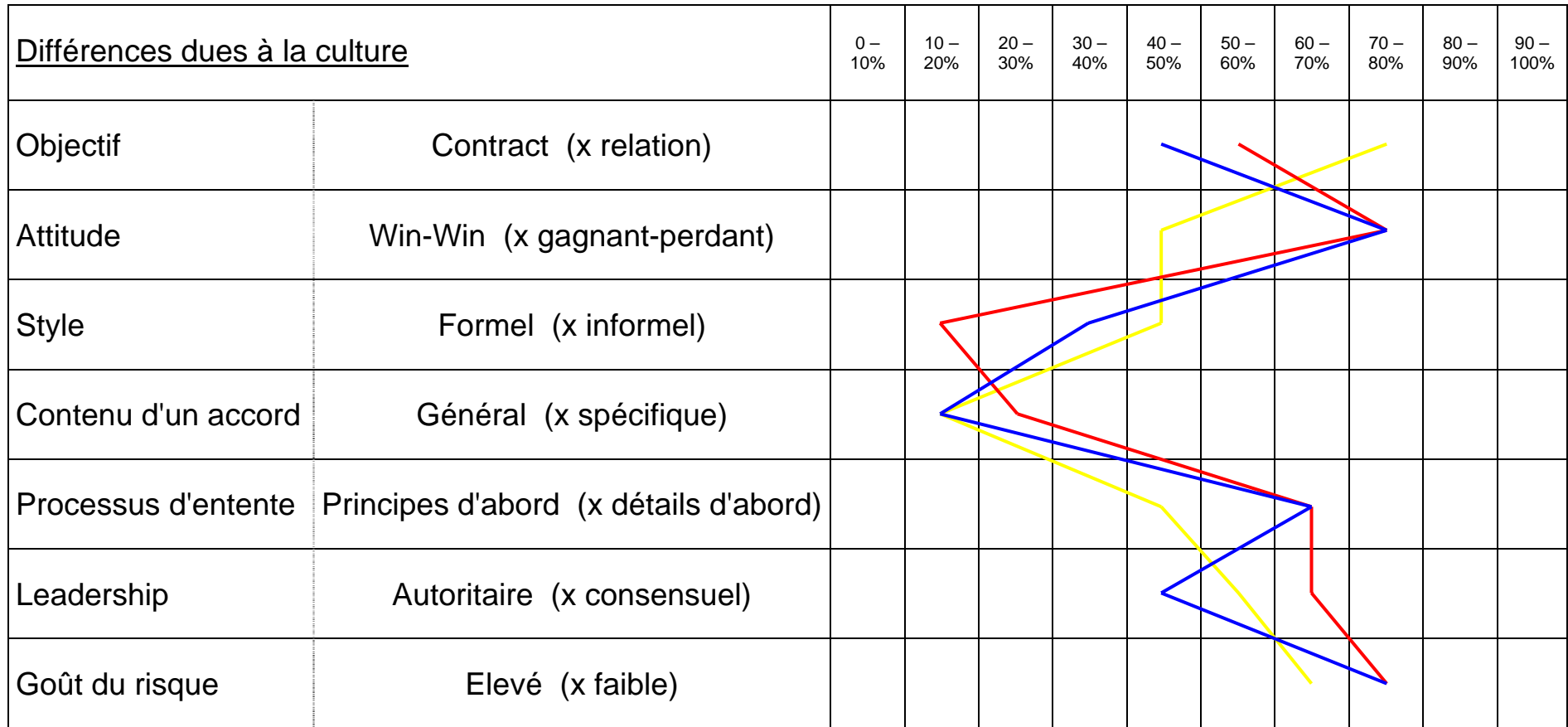


Influence de la culture sur le style de négociation



Avocats: ————— Ingénieurs: ————— Financiers: —————

D'après: J. Salacuse, *Ten Ways that Culture Affects Negotiating Style: Some Survey Results*, Negotiation Journal, July 1998, Vol. 14, Nr. 3