

Unit 06: International and Cross Cultural Negotiation

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4. Chapter: Unit 06: International and Cross Cultural Negotiation

1. Unit 06: International and Cross Cultural Negotiation Questions

4.1.1. According to Geert Hofstede, all human groups, from the nuclear fam...

Author: Charles Jumper

According to Geert Hofstede, all human groups, from the nuclear family to society, develop cultures as they evolve. What level does Hofstede include in our "collective programming"?

Please choose only one answer:

- National level
- Occupational level
- Gender level
- All of these answers

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4.1.2. According to Negotiation Experts' "Foreign Currency Agreement," "th...

Author: Charles Jumper

According to Negotiation Experts' "Foreign Currency Agreement," "the value of any country's currency typically depends on supply and demand." What is a factor that can affect a country's currency?

Please choose only one answer:

- Rate of inflation
- Economic growth
- Political stability
- All of these answers

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4.1.3. In Andrew Boughton's "Cultural Impact on Negotiation," which of the...

Author: Charles Jumper

In Andrew Boughton's "Cultural Impact on Negotiation," which of the following cultural groups used the highest percentage of commands and gave comparatively little self-disclosure?

Please choose only one answer:

- Spain
- France
- French-Speaking Canada
- Germany

Check the answer of this question online at QuizOver.com:

Question: [In Andrew Boughton's Cultural Impact on Charles Jumper @Saylor Negotiations](#)

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4.1.4. What term was used by Trompenaars to describe how people judge the ...

Author: Charles Jumper

What term was used by Trompenaars to describe how people judge the behaviors of their colleagues?

Please choose only one answer:

- Achievement versus ascription
- Neutral versus affective
- Universalism versus particularism
- Specific versus diffuse

Check the answer of this question online at QuizOver.com:

Question: [What term was used by Trompenaars to Charles Jumper @Saylor Foundat](#)

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4.1.5. What terminology describes negotiations as "within and among one go..."

Author: Charles Jumper

What terminology describes negotiations as "within and among one government, usually between government agencies, political parties, or with constituent groups"?

Please choose only one answer:

- Inter-governmental negotiations
- Intra-governmental negotiations
- Commercial negotiations
- Internal business negotiations

Check the answer of this question online at QuizOver.com:

Question: [What terminology describes negotiations Charles Jumper @Saylor Conflict](#)

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4.1.6. When considering factors that influence cross-cultural negotiations...

Author: Charles Jumper

When considering factors that influence cross-cultural negotiations, what term describes the acceptance of authority differences between people?

Please choose only one answer:

- Personal style
- Decision-making system
- View of time
- Power distance

Check the answer of this question online at QuizOver.com:

Question: [When considering factors that influence Charles Jumper @Saylor Negotiations](#)

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