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Title	Intercultural negotiations
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Abstract	<p><i>Negotiation skill improvement is more and more regarded as the development of the management activity. An impressive argument for those skills meant to ensure an efficient negotiation is the fact that they lead to better cooperation among colleagues, subordinates, superiors and business people inside and outside companies. In addition, these skills can help someone be seen as an arbiter, a person who is capable of finding solutions to current problems arbitrarily, but still oriented towards result.</i></p> <p><i>Negotiation is often inefficient, despite its importance for management, but this happens because little attention is paid to the negotiation techniques based on empathy. Intercultural negotiation refers to observing business ethics – the moral principles and codes of conduct governing the relations among people within organizations.</i></p> <p><i>Certain cultural characteristics of different countries have been established as a result of intercultural research.</i></p>
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