NPTEL IIT Kharagpur: Phase II: International Business Communication

The following list includes the reference material that has been used in this course, and the readings that the Course Instructor suggests the students may go through for additional inputs. The latter set of readings is incorporated into this list in red text. Even though every attempt has been made to meticulously incorporate all the material that was borrowed from other sources, the Course Instructor welcomes suggestions for improvement, modification, and inclusion of additional material.

Since this course was specifically developed for teaching, most of the material has been quoted verbatim from the authors, and the references have been provided wherever this has been done. Quotation marks have not been used on the slides to avoid clutter, but the Course Instructor requests that it may be assumed that the text on the slides refers to the original words of the authors that have been quoted, unless otherwise specified.

The Course Instructor may be contacted at amalik@iitkgp.ac.in.

References


Drnevich, P. (2/26/2004). The role of cultural distance in international negotiations. *A working paper submitted to Krannert Graduate School of Management, Purdue University.* 1-10.


Lawrence, R. (March 12, 2004). The art of negotiation – A process that makes everyone a winner! Powerpoint presentation prepared for *IDX Western Region User Group*, by Hayes Management Consulting, Inc.


Lewis, P.V. (1980). *Organizational Communication (2nd Ed.)*. Columbus, Ohio: Grid.


*Negotiation*. (September, 2007). Are you *really* ready to negotiate?. 1-2, 4.


