

How To Do Business In Spain: A Guide - Hakime Isik-vanelli

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Abstract When a foreigner is doing business in Spain, there are many cultural aspects to be aware of. Spain is a collectivist country, with emphasis on family and friends. Business structures are hierarchal and friendship is more important than experience when selecting new staff. The leadership style is autocratic, and the leader is treated with respect. The Spanish behaviour is informal, and being a moderately high context culture, non-verbal language is very loud. This paper is discussing the cultural dimensions and social and ethical issues in Spain. It continues to develop how to communicate effectively, followed by negotiating. The last parts talk about how to work in teams, and how to select expatriates for an assignment in Spain. Seminar paper aus dem Jahr 2003 im Fachbereich Wirtschaft - BWL - Allgemeines, Note: Distinction, Bond University Australia, 14 Quellen im Literaturverzeichnis, Sprache: Englisch. Author: Isik-Vanelli, Hakime Publisher: GRIN Verlag Illustration: N Language: ENG Title: How to do business in Spain: a guide Pages: 00027 (Encrypted PDF) On Sale: 2004-01-01 SKU-13/ISBN: 9783638288071 Category: Business & Economics : General

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