



Working Globesmart: 12 People Skills for Doing Business Across Borders

By Janet A. Kise

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Taking a new assignment in your company's foreign office? Meeting a business associate from another country? Videoconferencing with a group of global co-workers? Negotiating a project deadline with the foreign software engineer across the hall? Learn how to apply a new set of cultural competencies to successfully cross national or cultural boundaries. Working GlobeSmart shows how global people skills add value to global business and captures the essence of what global leadership means: the ability to create a corporate culture that builds cooperation across borders and cultures, between customers and suppliers-across every organizational line.

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Editorial Review

From Publishers Weekly

While the idea of a global village where people and markets seamlessly commingle is attractive, actually doing business across borders can be tricky. Gundling, an Asia specialist at the management consulting firm Meridian Resources Associates, sets out to light the way for those venturing into international waters. Gundling knows his stuff: the book is dense and detailed, with anecdotes on handling all manner of situations, from dealing with a Turkish subordinate to evaluating a Russian executive. It lacks literary flair, proceeding in an exceedingly workmanlike fashion instead of pulling readers in with rich narratives. It's an invaluable primer, though, in reminding executives that doing business abroad is more about people skills than anything else. Nuanced issues of culture and tradition are often what's behind communication breakdowns, so knowing how to behave and interact in foreign climes is what will launch readers beyond what the author derides as "cruise ship globalism" and help them arrive at a truly global understanding. Copyright 2003 Reed Business Information, Inc.

Review

Engaging, thought-provoking. A good read even if you don't work globally. Many of the concepts apply right here at home. **Training**

What you may not know about conducting yourself in international business would fill a book--this one. **Abstract**

This book aims to equip business executives with maps for navigating the often choppy waters of international business. **Triangle Business Journal**

Offers practical, skills-based advice. Provides a road map for developing competence at the organizational, group and interpersonal levels. **Fort Worth Star-Telegram**

Managers who understand why these skills are important find partners more likely to respond and work together for beneficial results. **Soundview Executive Book Summaries**

In my position at Sumitomo 3M, I was fortunate to work closely with Ernest Gundling to build an effective personal communication style with my Japanese management team and with our employees. The insight and learnings in this book are a valuable resource for executives engaged in international and cross-cultural business leadership. **Jay V. Ihlenfeld, Vice President, Research and Development, 3M**

In a world full of leadership advice, Ernest Gundling cuts through the complexity of global leadership issues and provides a model that is understandable and engaging. Any person or organization wrestling with global effectiveness would benefit from this book. **Richard M. Vosburgh, Vice President of Human Resources, Americas Enterprise Systems Group, Hewlett-Packard**

From the Author

My goal in writing this book has been to provide people with a systematic, practical guide to working across borders that is both accessible to the general reader and rich enough in content and specific examples to serve the experienced professional.

Over many years doing business overseas, I've watched people struggle with a variety of obstacles, and wrestled with similar issues myself. Cross-border friction emerges relatively consistently and predictably, and we can take steps to avoid common pitfalls and increase the chances for a successful business outcome.

Lots of books describe "Do's and Don'ts" for various countries. While such lists are one useful reference point, most people run through their list during their first day in a new country and ask "Now what?" Other books focus on the standard communication skills or cultural dimensions. While these are again somewhat useful, they often fail to address the concrete tasks that are the highest priority for global businesspeople.

My book is arranged so that a person who is interested in accomplishing a particular task can go directly to the chapter on the relevant skill. I want readers to feel that a single chapter alone is worth the price of the book, and then come back to it repeatedly for suggestions and advice as new tasks arise. Familiarity with the twelve global people skills will help readers save considerable time and trouble, accomplish their business goals more effectively, and grow professionally and personally through deeper and more satisfying relationships with counterparts abroad.

Users Review

From reader reviews:

Jeff Jaco:

The book Working Globesmart: 12 People Skills for Doing Business Across Borders make one feel enjoy for your spare time. You can utilize to make your capable far more increase. Book can to get your best friend when you getting pressure or having big problem along with your subject. If you can make reading through a book Working Globesmart: 12 People Skills for Doing Business Across Borders for being your habit, you can get considerably more advantages, like add your own capable, increase your knowledge about a number of or all subjects. You could know everything if you like open and read a book Working Globesmart: 12 People Skills for Doing Business Across Borders. Kinds of book are several. It means that, science reserve or encyclopedia or other folks. So , how do you think about this book?

Sylvia Dozier:

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Jose Pina:

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Minnie Rivera:

This Working Globesmart: 12 People Skills for Doing Business Across Borders is completely new way for you who has intense curiosity to look for some information mainly because it relief your hunger associated with. Getting deeper you on it getting knowledge more you know or perhaps you who still having little bit of digest in reading this Working Globesmart: 12 People Skills for Doing Business Across Borders can be the light food for you personally because the information inside this specific book is easy to get by simply anyone. These books produce itself in the form that is certainly reachable by anyone, yes I mean in the e-book application form. People who think that in guide form make them feel sleepy even dizzy this book is the answer. So there is absolutely no in reading a e-book especially this one. You can find what you are looking for. It should be here for anyone. So , don't miss the idea! Just read this e-book sort for your better life and knowledge.

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