

Cross-cultural negotiation and decision making (CH 5) this is due may 27th but the paper must be done by the 20th so we can put it together that week!

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William Humes
Jessica Xueya
Jackie Yanqi

Hey guys so this is the outline for our presentation paper that is due next month. Please review and write your name on to the parts that you would like to do make sure that it is in a different color than black so its clear which part is whose so there's no confusion like last time.

We also have to do a powerpoint presentation which im sure is basically the same way the paper just condensed in a powerpoint way. So you will be presenting the parts that you have researched and done. Also the title page and table of contents and conclusion dont count as part of the content so i (micaela) will be doing it as an extra to whatever part i have as well.

The typed report should not exceed 15 double-spaced pages (excluding graphs and exhibits) (everyone must have at most 5 pages and no less than 3 pages. Including an executive summary

(that will summarize your report in one page), table of contents in your report, and complete references (APA style) are compulsory.

Each highlighted color is the topic you will choose

So there is

Orange Micaela

Blue Xueya Jessica

Yellow Yanqi Zhang (Jackie)

Red will

Purple (everyone conclusion)

Make sure that all the research done is beyond the book! She does not want the information from the book since we've already covered it. She wants you to use the topics in the book from that chapter but go beyond the book and research the topic through research already done.

- Title page (Topic and a complete name list of the presenters) Micaela
- Executive summary Micaela (about your paper not the texbook, write research paper and then discuss what you have done)
- Table of Contents Micaela
- Introduction (Explain the key concepts, importance of the topic, and issues to be discussed) Yanqi Zhang(Jackie)
- Theoretical framework (relevant theories/concepts both discussed and not discussed in the textbook, definition, background information, etc.) Review how these theories/concepts are discussed in the academic literature (peer reviewed).

- Practical issues (raise and response to comparative management questions and challenges) Micaela
- Your research findings (qualitative and quantitative)
- * Explanation of how it is linked to what have been studied through the course (e.g., critiques on the existing theories, firm practices, and implications for the future)
- Concluding comments (your own opinion) Micaela
- References (a complete list of references: APA style) Micaela

Term project, what the professor went over in class

Dont summarize the chapter, do the research to go beyond of what is presented of the chapter
15 double page paper, exclude graphs APA style

Theories that were not discussed in the book as well as the ones discussed, they must come from academic literature.

Practical issues, find the companies that adapt those theories for their practice and discussed the different examples. Like a case study

Your research findings - 35% of the company uses this type of theory.

End note last portion of chapter,

More than 10 pages.