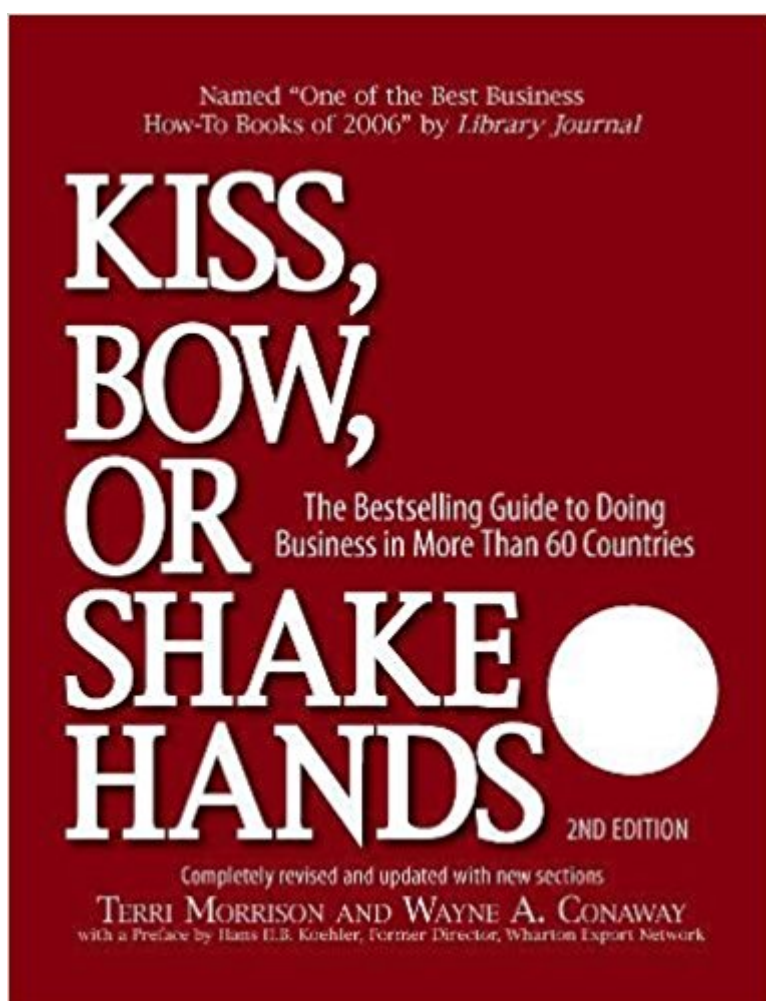


The book was found

Kiss, Bow, Or Shake Hands: The Bestselling Guide To Doing Business In More Than 60 Countries



Synopsis

Your Passport to International Business EtiquetteThe most authoritative and comprehensive text of its kind, Kiss, Bow, or Shake Hands, 2nd Edition is your must-have guide to proper international business protocol. With countries such as China and India taking on a more significant role in the global business landscape, you can't afford not to know the practices, customs, and philosophies of other countries. Now fully revised, updated, and expanded with over sixty country profiles, Kiss, Bow, or Shake Hands, 2nd Edition provides invaluable information on how to handle common business interactions with grace, respect, and an appreciation for different cultures.

Book Information

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Customer Reviews

Terri Morrison is president of Getting Through Customs, Inc., the most recognized Internet product and training firm for global business travelers. Her clients include multinationals such as AT&T, IBM, and DuPont, and universities such as Cornell, Harvard, and Oxford. She conducts seminars in intercultural communications and has written for many publications, including American Airlines' magazine American Way, Swissair's Gazette, and Industry Week online. She has appeared on CNN, CNBC, Charlie Rose, Bloomberg, and repeatedly on NPR. She has been profiled and quoted in the Wall Street Journal, Asia Times, ComputerWorld, Investor's Weekly, Fast Company, USA Today, and Fortune magazine. She lives in Newtown Square, PA.

Having worked internationally for 20 years, the book will be a great help for my 4 young adult

children all just launching their careers. Laid out in a similar fashion to the Fiske Guide for Colleges so easy for them to navigate quickly - but you're only allowed to order one per account from and instead have to order from "other sellers". Very annoying. I'm assuming the publisher is trying to keep companies from ordering in bulk but 1 per customer? Ridiculous

Fascinating. I can see how it would be useful for business folks, but that description does not include myself. Rather, as someone who just wants to travel and see the world, I feel like I have the inside scoop on a lot of the countries I want to visit. I will definitely keep it as a reference and consult before I travel!

I've bought a dozen copies of this book over the years for myself and my employees this is an excellent resource for anyone in business.

This book gives the lowdown on international etiquette. It's going to help me stay clear of ugly-Americanitis in my dealings with international clients. If you work with people outside of your cultural group, this book will help steer you clear of a potentially deal-killing faux pas.

Bought this book because it was recommended by a guest speaker in the class. I just read about the country I really know about and it seems like the author has really done his homework. The minute details are covered about culture and traits which you will not find in any talk show or 'polished' publications but so significantly important when doing business in foreign country. For example, don't say "Thank you" to Indians after they serve you a meal... It's a form of repayment, almost an insult and doesn't build relationship. Rather, invite your host for the same hospitality. That's how you build business relationships!! Also, Brazilians tend to be more analytical than their Latin American counterparts! Or you have to print your business cards in Portuguese and English when doing business in Brazil. They aren't too thrilled about being talked to in Spanish!! They don't consider themselves Hispanic! I found it cool to know...

A must have for every business person. A very in-depth etiquette book that covers many topics. In our global society, it behooves us to be in the know! We cannot take for granted that each country's customs are the same. This book helps you to navigate the foreign waters of what to do and say in many situations. I have recommended this book to several of my friends and colleagues. Makes a great graduation or promotion gift. Whatever the occasion, this should be on every bookshelf in

every home.

An essential book for international business whether you go there or they come her.

This is an amazing book. Very, VERY useful and highly recommended.

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