

Weekly Research Seminar Series

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The attitudes and expectations of Malaysian negotiators in dealings towards business negotiations

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Abstract

We are currently undertaking a study relating to attitudes and expectations of Malaysian negotiators in dealings towards business negotiations. The purpose of this study is to evaluate the attitudes and expectations of negotiators who come from three main diversified cultural backgrounds (Malay, Chinese and Indian).

WHEN: 5Oct, 2005, (Slot 2 4:00-4:30 PM)

WHERE: Room 4.07

About the Speaker

Qualifications

Master of International Business, Swinburne University of Technology, Melbourne, Australia
Bachelor of Arts, York University, Toronto, Canada

Experience

Cathy's previous industrial experience was in marketing, administration and teaching. As a business lecturer, Cathy taught subjects like international business, corporate culture, cross cultural communication, organisation behavior, Marketing Research, Market Behaviour and eCRM.

Research & Scholarship Interest

International business issues (Cross cultural communication, Cross cultural negotiation and international management).