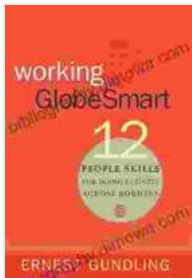


# 12 People Skills for Doing Business Across Borders: A Guide to Global Success

In today's globalized economy, it's more important than ever to have strong people skills when doing business across borders. Whether you're negotiating a contract with a foreign partner, leading a team of international colleagues, or simply trying to build relationships with customers from different cultures, your ability to communicate effectively and build rapport will be essential to your success.



## Working Globesmart: 12 People Skills for Doing Business Across Borders by Ernest Gundling

★★★★☆ 4.6 out of 5

Language : English  
File size : 4734 KB  
Text-to-Speech : Enabled  
Screen Reader : Supported  
Enhanced typesetting : Enabled  
Word Wise : Enabled  
Print length : 408 pages



This book provides 12 essential people skills that will help you:

- Build relationships with people from different cultures
- Communicate effectively across language barriers
- Negotiate successfully in international business settings
- Lead and motivate international teams

- Resolve conflicts and build consensus

These skills are essential for anyone who wants to succeed in international business. Whether you're a seasoned executive or a recent college graduate, this book will give you the tools you need to build relationships, communicate effectively, and achieve success in the global marketplace.

## The 12 People Skills

The 12 people skills covered in this book are:

1. **Cultural sensitivity:** The ability to understand and appreciate different cultures, and to adapt your behavior accordingly.
2. **Communication skills:** The ability to communicate effectively across language barriers, both verbally and nonverbally.
3. **Negotiation skills:** The ability to negotiate successfully in international business settings, taking into account the different cultural norms and business practices.
4. **Leadership skills:** The ability to lead and motivate international teams, and to create a positive and productive work environment.
5. **Conflict resolution skills:** The ability to resolve conflicts and build consensus, even in difficult cross-cultural situations.
6. **Teamwork skills:** The ability to work effectively with people from different cultures and backgrounds, and to build strong team relationships.
7. **Adaptability:** The ability to adapt to different cultural norms and business practices, and to be comfortable working in unfamiliar

environments.

8. **Flexibility:** The ability to be flexible in your approach to work, and to be willing to change your plans when necessary.
9. **Patience:** The ability to be patient when working with people from different cultures, and to understand that things may not always happen as quickly as you would like.
10. **Empathy:** The ability to put yourself in other people's shoes, and to understand their perspectives and feelings.
11. **Humor:** The ability to use humor to break the ice and build relationships, even in difficult situations.
12. **Self-awareness:** The ability to understand your own strengths and weaknesses, and to be aware of how your behavior may be perceived by others.

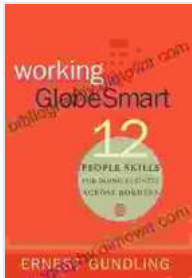
## **How to Use This Book**

This book is designed to be a practical guide to developing the people skills you need to succeed in international business. Each chapter covers one of the 12 essential skills, and provides specific tips and exercises that you can use to improve your skills.

The book is also full of real-world examples and case studies, which will help you to see how these skills can be applied in practice. Whether you're just starting out in international business or you're a seasoned executive, this book will give you the tools you need to build relationships, communicate effectively, and achieve success in the global marketplace.

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