

## **Kiss Bow Or Shake Hands Sales And Marketing The Essential Cultural Guide From Presentations And Promotions To Communicating And Closing**

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*Kiss Bow or Shake Hands | Bonjour Paris*

Success in the global marketplace begins with an expert understanding of international business practices, protocol, cultural orientations, legal practices, negotiating and communication styles. It's how you develop trust, networks, and a diverse base of talent. Kiss, Bow, or Shake Hands © DIGITAL delivers this essential knowledge when you need it - and helps you build the tangible intercultural

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skills required for international venues and diverse domestic markets.

## *KISS, BOW OR SHAKE HANDS*

The French shake hands and often kiss cheeks as well. Entire doctoral theses have been written about how many kisses French people use to greet each other. It's between one and four, depending on where you are. (Here's a helpful map.)

## *A bow, a kiss or a handshake: how to greet overseas ...*

Kiss Bow Or Shake Hands. Few books get to their main subject faster than. Kiss, Bow, Or Shake Hands. A single-page introduction, four more pages providing a brief cultural orientation, and off you go. What follows are chapters on each of 60 countries around the world. From Argentina to Venezuela, from Belarus to Ukraine, from Belgium to Turkey, and from China to Thailand, many places are covered, and there's a wealth of information to be had.

## *Kiss Bow Or Shake Hands - Leadership Crossroads*

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This book in the Kiss, Bow, or Shake Hands series has been written specifically for legal professionals—to help you develop the tangible intercultural skills that will support your successful legal practice. "Believe it or not, correct behavior has many faces.

*Kiss, Bow, or Shake Hands: Courtrooms to Corporate Counsels*

Kiss, Bow, or Shake Hands: Sales and Marketing is an informative, entertaining guide that shows you what to do—and what to avoid—in any given sales or marketing situation, from Argentina to South Africa. It provides the expert knowledge you need to gather data in diverse cultures, properly present your products, and close deals around the world.

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Kiss, Bow or Shake Hands® has sold over 375,000 print copies, has been translated into multiple languages (e.g.: Chinese, Korean, Russian, and Estonian), and is a #1 Amazon.com bestseller. It is used by corporations, governments, universities and business travelers worldwide. However, it has only been available in print – until now.