

## References

- 1 Adler, Nancy (2002). *International Dimensions of Organizational Behavior*. 4th ed. Cincinnati: South-Western College Publishing.
- 2 Bennett, Milton (1995). Critical Incidents in an Intercultural Conflict-Resolution Exercise. In: Fowler, Sandra M. and Monica G. Mumford (Ed.). *Intercultural Sourcebook: Cross-Cultural Training Methods* Vol. 1: 147–156. Yarmouth: Intercultural Press.
- 3 Blanchard, Ken, Patricia Zigarmi and Drea Zigarmi (1986). *Leadership and the One-Minute Manager*. London: Collins.
- 4 Burgess, S. and J.-B.E.M. Steenkamp (1999). Value Priorities and Consumer Behaviour in a Transitional Economy. In: Batra, R. (Ed.). *Marketing Issues in Transitional Economies*: 85–105. Boston: Kluwer.
- 5 Cottle, T.J. (1967). The Circles Test: an investigation of perception of temporal relatedness and dominance. *Journal of Projective Technique and Personality Assessment* 31, 5: 58–71.
- 6 Davidov, Eldad (2008). A Cross-Country and Cross-Time Comparison of Human Values Measurements with the Second Round of the European Social Survey. *Survey Research Methods* Vol. 2, No. 1: 33–46.
- 7 Distefano, Joseph J. and Martha L. Maznevski (2000). Creating Value with Diverse Teams in Global Management. *Organizational Dynamics* Vol. 29, 1: 45–63.
- 8 French, W. L. and C. H. Bell, (1979). *Organization Development*. Englewood Cliffs, NJ: Prentice Hall.
- 9 Gudykunst, William B. (2004). *Bridging Differences. Effective Intergroup Communication*. 4th Edition. Thousand Oaks: Sage.
- 10 Hall, Edward T. (1959). *The Silent Language*. Garden City, New York: Doubleday.
- 11 Hall, Edward T. (1966). *The Hidden Dimension*. New York: Doubleday.
- 12 Hall, Edward T. (1976). *Beyond Culture*. Garden City, New York: Anchor Press/Doubleday.
- 13 Hersey, Paul (1985). *Situational Selling: An Approach for Increasing Sales Effectiveness*. Escondido: Center for Leadership Studies.
- 14 Hersey, Paul, Kenneth H. Blanchard and Dewey E. Johnson (2001). *Management of Organizational Behavior: Leading Human Resources*, 8th Edition. Upper Saddle River: Prentice Hall.
- 15 Hofstede, Geert (1980, 2001). *Culture's Consequences: Comparing Values, Behaviors, Institutions, and Organizations Across Nations*. 2nd Edition. Thousand Oaks: Sage.
- 16 Hofstede, Geert (1994). *Cultures and Organisations: Software of the Mind*. London: McGraw-Hill.
- 17 Kluckhohn, Florence Rockwood and Fred L. Strodtbeck (1961). *Variations in Value Orientations*. New York: Harper & Row.
- 18 Langer, Ellen J. (1989). *Mindfulness*. Reading: Addison-Wesley.
- 19 Langer, Ellen J. (1997). *The Power of Mindful Learning*. Reading, MA: Addison-Wesley.
- 20 Laurent, Andre (1986). The Cross-Cultural Puzzle of International Human Resource Management. *Human Resource Management* Vol. 25, 1: 91–102.
- 21 LeBaron, Michelle and Bruce Grundison (1993). *Conflict and Culture: Research in Five Communities in British Columbia, Canada*. Victoria: University of Victoria Institute for Dispute Resolution.
- 22 Lewin, Kurt (1936). Some social-psychological differences between the US and Germany. *Journal of Personality* Vol.4, 4: 265–29.
- 23 Lewin, Kurt (1936). *Principles of Topological Psychology*. New York: MacGraw-Hill.
- 24 Luft, Joseph and Harry Ingham (1955). The Johari window, a graphic model of interpersonal awareness. *Proceedings of the Western Training Laboratory in Group Development*. Los Angeles: U.C.L.A. Extension Office.
- 25 Margerison, Charles and Dick McCann (1992). *Team Management Profile Handbook*. York: Prado Systems.
- 26 Margerison, Charles and Dick McCann (1995). *Team Management: Practical New Approaches*. Chalford: Management Books 2000 Ltd.
- 27 Margerison, Charles and Dick McCann (1997). *High Energy Teams Workbook*. Milton, QLD: Team Management Systems.
- 28 Markus, H. and S. Kitayama (1991). Culture and Self : Implications for cognition, emotion, and motivation. *Psychological Review* 2: 224–253.
- 29 Markus, H. and S. Kitayama (1994). A collective fear of the collective: Implications for selves and theories of selves. *Personality and Social Psychology Bulletin* 20: 568–579.
- 30 Parsons, Talcott (1937). *The Structure of Social Action*. New York: McGraw-Hill.
- 31 Parsons, Talcott and Edward Shils (1951). *Towards a General Theory of Action*. Cambridge: Harvard University Press.
- 32 Ruhly, Sharon (1976). *Orientations to Intercultural Communication*. Palo Alto, Calif.: Science Research Associates.
- 33 Schein, Edgar (1985, 2004). *Organizational Culture and Leadership*, 3rd Edition. San Francisco: Jossey-Bass.

- 34 Schwartz, Shalom (1999). A theory of cultural values and some implications for work. *Applied Psychology: An International Review* 48(1): 23–47.
- 35 Schwartz, Shalom H. and Anat Bardi (2001). Value hierarchies across cultures. *Journal of Cross-Cultural Psychology* 32(3): 268–290.
- 36 Schwartz, S.H., G. Melech, A. Lehmann, S. Burgess, M. Harris and V. Owens (2001). Extending the cross-cultural validity of the theory of basic human values with a different method of measurement. *Journal of Cross-Cultural Psychology* Vol. 32, No. 5: 519–542.
- 37 Schwartz, Shalom H. (1992). Universals in the content and structure of values: theoretical advances and empirical tests in 20 countries. In: Zanna, Mark P. (Ed.). *Advances in Experimental Social Psychology* Vol. 25: 1–65. San Diego: Academic Press.
- 38 Schwartz, Shalom H. (1994). Beyond individualism/collectivism: New dimensions of values. In: Kim, U., H. C. Triandis, C. Kagitcibasi, S. Choi, and G. Yoon (Eds.). *Individualism and Collectivism: Theory, Methods and Applications*. Thousand Oaks: Sage.
- 39 Schwartz, S.H., A. Lehmann and S. Roccas (1999). Multimethod Probes of Basic Human Values. In: Adamopoulos, J. and Y. Kashima (Eds.). *Social Psychology and Cultural Context: Essays in Honor of Harry C. Triandis*: 107–123. Newbury Park: Sage.
- 40 Spencer-Oatey, Helen and Peter Franklin (forthcoming). *Intercultural Interaction. A Multi-Disciplinary Approach to Intercultural Communication*. London: Palgrave Macmillan.
- 41 The Chinese Culture Connection (Eds.) (1987). Chinese values and the search for culture-free dimensions of culture. *Journal of Cross-Cultural Psychology* Vol.18, 2: 143–174.
- 42 Thomas, Kenneth W. (1976). Conflict and conflict management. In: Dunnette, Marvin D. (Ed.). *Handbook of Industrial and Organizational Psychology*: 889–935. Chicago: Rand McNally.
- 43 Thomas, David C. and Kerr Inkson (2003). *Cultural Intelligence. People Skills for Global Business*. San Francisco: Berrett-Koehler.
- 44 Ting-Toomey, Stella (1999). *Communicating Across Cultures*. New York: The Guilford Press.
- 45 Trickey, David and Nigel Ewington (2003). *A World of Difference. Working Successfully Across Cultures*. London: Capita Learning and Development.
- 46 Trompenaars, Fons (1993). *Riding the Waves of Culture: Understanding Cultural Diversity in Business*. Chicago: Irwin.
- 47 Verluyten, S. Paul (1999). Conflict avoidance in Thailand. Paper presented at Eleventh ENCoDe Conference: *International negotiation: communication across business cultures*. Barcelona.
- 48 Weaver, G. and P. Uncapher (1981). *The Nigerian experience: Overseas living and value change*. Paper presented at the Seventh Annual SIETAR Conference, Vancouver, B.C., Canada.
- 49 Zaninelli, Susanne (1994). Vier Schritte eines integrativen, Trainingsansatzes am Beispiel eines interkulturellen Trainings: Deutschland – U S A. In: *Materialien zum internationalen Kulturaustausch* 33: 5–8. Stuttgart: Institut für Auslandsbeziehungen.