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Tim Dobbins, Paul Westbrook

German Business Situations Paul Hartley, 1995

Customer conflict management. Differences between Germany and Spain Simone M. Rau, 2018-04-09 Seminar paper from the year 2018 in the subject Business economics - Miscellaneous, grade: 2,0, University of applied sciences, Munich, language: English, abstract: Germany and Spain are important business partners. They both hold tight economic relations. Most of the Spanish imports, to be precise 14,7 %, have been from Germany in 2016. This illustrates the closely-knit network of the two countries. Moreover, many German companies have subsidiaries in Spain. For example, companies like Lidl, Daimler AG and Volkswagen AG are listed in the top 10 of Germany's enterprises in Spain, ranked by the number of its employees. Even though, both countries are a member of the European Union and they have the advantage to do business in a highly liberalized market, there are still many issues which could lead to conflicts caused by different cultural values and perspectives. In order not to jeopardise the excellent trade relations, it is essential to know how to deal with conflicts within the two nations. As Germany has a lot of undertakings in Spain the focus of this seminar paper will be on customer conflict management. Furthermore, the society of the 21st century is highly influenced by mass media evoked by digitalization. This causes an almost infinitely qualitative and quantitative increase of collective and individual conflicts, which is another reason why conflict management nowadays is so essential. Hereinafter, the structure of the seminar paper will be outlined. The purpose of this paper is to analyse the differences between the German and Spanish cultures in terms of customer conflict management. The illustration of the term conflict management will be quite brief due to the limited extent of this paper. The comparison of the two cultures will be mainly based on the GLOBE Study and Hofstede's dimensions. These two studies will help to outline the cultural similarities and differences of the two Eu-ropean countries. Firstly, the facts about culture, conflict management and the two intercultural communication studies used in this paper will be a short outlined. The main part will focus on the analysis of the German and Spanish culture by using the empirical findings of the GLOBE Study and Hofstede's cultural dimensions. Afterwards the impact of cultural differences in terms of customer conflict management will be made clear. In the conclusion the seminar paper gives an idea of preventive measures on customer conflict management as well as a prospect for the future.

Wiley's English-German, German-English Business Dictionary Christa Britt, Lilith Schutte, 1995-11-17 The most complete, accessible, and up-to-date German business dictionary available. Compiled by native German speakers who have taught business German for more than twenty years, this unique bilingual dictionary is an invaluable tool for business success. Authoritative and easy to use, it contains: * 16,000 English-German, German-English business words and phrases * Essential terms used in all aspects of international business: economics, banking and finance, management, marketing, accounting, and statistics * Quick access to the terms now required for doing business internationally * Clear, concise translations that make it easy to absorb new words and phrases, and to use them with complete confidence CHRISTA W. BRITT, Ph.D., and LILITH E. SCHUTTE, Ph.D., are professors of German at the world-renowned Thunderbird-American Graduate School of International Management. Ein vollständiges, leicht zugängliches und aktuelles englisch-deutsch, deutsch-englisches Wörterbuch der Wirtschaft. Das vorliegende zweisprachige Wörterbuch wurde von den Verfasserinnen, die eine mehr als zwanzigjährige Erfahrung im Unterricht der deutschen Geschäftssprache in den USA haben, unter besonderer Berücksichtigung der amerikanischen Geschäftssprache zusammengestellt. Es bietet: * 16000 englisch-deutsche, deutsch-englische Geschäftswörter und Geschäftswendungen * Die wichtigsten Ausdrücke aus allen Bereichen des internationalen Geschäftswesens: Wirtschaft, Bank- und Finanzwesen, Management, Marketing, Buchführung und Statistik * Schnellen Zugang zu den Ausdrücken, die im internationalen Handel erforderlich sind * Klare, knappe Übersetzungen, die es erleichtern, neue Wörter und Wendungen zu verstehen und richtig zu benutzen

Handbook for Multilingual Business Writing ,1994

Economic Relations Between Nazi Germany and Franco's Spain Christian Leitz,1996 This is the first comprehensive study of the economic relationship between Nazi Germany and Franco's Spain between the outbreak of the Spanish Civil War and the end of the Second World War. It demonstrates how, during the Spanish Civil War, Hitler helped General Franco to victory, but at the same time attempted to turn Spain into an economic colony.

Harrap's Five Language Business Dictionary Martina Drux, Barbara Eder-Riegel, Ursula Guidi, Nicola Petersen, 1991 Provides business vocabulary of 20,000 headwords and 80,000 translations in five European languages.

Business Companion Tim Dobbins, Paul Westbrook, 2001 Living Language brings more than 50 years of language expertise to this outstanding series for anyone who does business internationally, whether abroad, on the telephone, or via e-mail. The Living Language Business Companion: Spanish Handbook is a perfect phrasebook for any business situation, and provides cultural information essential to working with Spanish speaking colleagues. Key Features Include: General business situations common to all fields, such as making telephone calls, sending letters or e-mail, conducting interviews, making presentations, attending trade shows, getting around, and even socializing. Industry-specific Spanish terms in over 25 fields such as banking, advertising, pharmaceuticals, engineering, telecommunications, medical and dental, publishing, and more. A two-way glossary of the most common and essential Spanish terms businesspeople will need to know. Appendices full of practical information such as weights and measurements, useful addresses, Web sites, holidays, etc.

German/English Business Glossary Paul Hartley, Gertrud Robins, 2005-12-20 This is the essential reference companion to all who use German for business communication. Containing over 5000 words, this handy two-way A-Z glossary covers the most commonly used terms in business. It will help you to communicate with confidence in a wide variety of situations, and is of equal value to the relative beginner or the fluent speaker. Written by an experienced native and non-native speaker team working in business language education, this unique glossary is an indispensable reference guide for all students and professionals studying or working in business where German is used.

Harrap's Five Language Business Dictionary Monika Eberhard,1991 Provides business vocabulary of 20,000 headwords and 80,000 translations in five European languages.

10000 Essential Business Words You Need to Know Catherine Chantal Marango,2020-04-27 Multilingual Business Dictionary In French, English, German, Spanish, Russian, Chinese, Hindi & Arabic containing 10000 essential business words you need to know. With this dictionary in 8 Foreign languages, you can easily maximize your multilingual business vocabulary with success. This book is a resource for multilingual learners who want to be better global business communicators.

International Business Dictionary in Five Languages Frank Gaynor,1946

<u>Learn German - Business German (4)</u> Polyglot Planet Publishing,2015-11-20 Learning Business German (4) with parallel text is the most rewarding and effective method to learn a language. Existing vocabulary is refreshed, while new vocabulary is instantly put into practice with a focus on Management. Our Accounting & Finance short stories evolve around Accounting & Finance making the terms and phrases easier to remember in the learning process. Learning Business German with Parallel Text Recommended for beginners with a good basis of German-, intermediate level learners and as a refreshers course. The stories have been written to keep the readers attention and are fun to read for you to learn through your motivation. Our Business German books are also suitable for general learners of the German language.

Business German Sarah Retter,2017-03-04 Focus your business German learning on the most frequently used business English words. Learn how to use in German the 100 business English words you need for your work. Actually, to communicate in your office you only need to master the most used 100 business English words. These words are the most frequently used and can be defined using an algorithm that provides the ranking. In this book you lift lind the list. This book will provide you with the 100 business English words you have to use first when working or interacting with German speaking people. The phrases are presented in a very simple fashion. No complications. Straight and simple. So, don't waste your time and energy! Focus your effort on the most important business English words you have to understand and use to master your German for business! Purchase your copy and start focusing your energy today!

Understanding American and German Business Cultures Patrick L. Schmidt, 1999

Manual of Business German Paul Hartley, Gertrud Robins, 2013-01-11 Manual of Business German is the most comprehensive, single-volume

reference handbook for students and professionals using foreign languages. Designed for all users, no matter what level of language skill, it comprises five parts: * A 6000-word, two-way Glossary of the most useful business terms * A 100-page Written Communications section giving models of 50 letters, faxes and documents * An 80-page Spoken Situations section covering face-to-face and telephone situations * A short Reference Grammar outlining the major grammar features of German * A short Business Facts section covering essential information of the country or countries where German is used Written by an experienced native and non-native speaker team, this unique volume is an essential, one-stop reference for all students and professionals studying or working in business and management where German is used.

No Such Thing as Small Talk Melissa Lamson, 2010 Many business leaders, when they begin to work overseas or interact professionally with teams abroad, are surprised by how much they thought they knew about the other culture, but how little it counts for on the ground. The reality is that communication is multi-dimensional, and simply knowing a foreign language doesn't mean one automatically understands the culture that goes with it. Idiom, psychological factors and cultural nuance all come into play. To grasp a culture, and communicate meaningfully to it, you need familiarity with language, of course, but also with non-verbal communication, customs, perceived values, and concepts of time and space. Melissa Lamson, with years of experience in creating and nurturing high-performing global teams, understands how It's not enough to know the language! In her book, No Such Thing as Small Talk, she focuses on Germany, a major business partner for the United States, and the country in which she has lived and worked for over a decade. Business leaders today expect to face cultural differences when they do business with, for example, China or Brazil. But with a Western, industrialized country like Germany, one that displays a business etiquette and work ethic similar to the United States, it is easy to overlook the differences simply because so much appears, on the surface, to be the same. The differences are not in your face but subtle. And these small, yet critical, differences are exactly what Melissa's book will help you identify, respect and bridge. Melissa succinctly presents what she calls seven keys, or principles, to unlocking the German business mind. Her principles, whether they relate to process, punctuality, discipline or email communication, are insightful, personal and compelling. Not only does she clearly lay out the differences, but she also offers a cultural perspective that is rich with personal narrative. If you plan to be in any way professionally engaged with Germany--whether you wish to participate in trade fairs, carry out negotiations with partners or colleagues, discuss schedules or terms with customers, or even apply for a job in Germany--the appropriate cultural understanding, as this book describes, will create mutual trust and will quite likely be the key to your business success.

International Business Dictionary Frank Gaynor,1946

Business English Sarah Retter,2017-04-04 If you are a German speaker, focus your business English learning on the most frequently used words. Learn just the 100 words you need to know to do your. Actually, to communicate in your office you only need to master the most used 100 business English words. These words are the most frequently used and can be defined using an algorithm that provides the ranking. In this book you limit the list. This book will provide you with the 100 business English words you have to use first when working or interacting with English speaking people. The phrases are presented in a very simple fashion. No complications. Straight and simple. So, don't waste your time and energy! Focus your effort on the most important business English words you have to understand and use to master your English for business! Purchase your copy and start focusing your energy today!

Playing By The Rules: Understanding German Business Culture Michael Staudacher,2021-11-03 'Why they are complaining?' 'Why do they treat me this way?' 'Why are they offending my team?'Intercultural misunderstandings are a pain. Fact-oriented cultures and relationship-oriented cultures clash. They have different styles of communication, different views on the same things, and contrary core values. The Germans are fact-oriented. Their habits make doing business with them a challenge. This book educates managers and professionals on how best to work with Germans and helps them avoid intercultural misunderstandings. It reveals the three key characteristics for consideration to make business with Germans a success: directness — adherence — commitment.

Case Study: The Martinez Construction Company in Germany Thomas Vogt,2008-07-14 Research Paper (undergraduate) from the year 2007 in the subject Business economics - Business Management, Corporate Governance, grade: 1,0, University of applied sciences Frankfurt a. M., course: Master of Business Administration, language: English, abstract: This case study is about a company called Martinez Construction, a well-established construction company located in eastern Spain. The company was founded in the mid-1940s and has been in the hands of the Martinez family since then. Most probably the company was a small- to medium-sized enterprise (SME) with a limited amount of resources and capital operating in one country so far. After the fall of the Iron Curtain between Western and Eastern Europe and the reunion of West and East Germany (1989), Martinez Construction thought about the development of Germany as new foreign market for expanding their business operations.

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