

## REFERENCES

- Adair, W. L., & Brett, J. M. (2005). The negotiation dance: Time, culture, and behavioral sequences in negotiation. *Organization Science*, *16*(1), 33–51. <https://doi.org/10.1287/orsc.1040.0102>
- Adinda, R., Barkah, C. S., & Novel, N. J. A. (2022). Importance of Communication Process in Negotiation. *Jurnal Ekonomi, Bisnis & Entrepreneurship*, *16*(2), 132–139. <https://doi.org/10.55208/jebe.v16i2.260>
- Adler, N. J., & Graham, J. L. (1989). Cross-Cultural Interaction: The International Comparison Fallacy? *Journal of International Business Studies*, *20*(3), 515–537. <https://doi.org/10.1057/palgrave.jibs.8490367>
- Adler, P. A., & Adler, P. (1994). Observational techniques. In *Handbook of qualitative research*. (pp. 377–392). Sage Publications, Inc.
- Agndal, H. (2007). Current trends in business negotiation research: An overview of articles published 1996-2005. *Working Paper Series in Business Administration*, *3*, 1–60. [http://swoba.hhs.se/hastba/papers/hastba2007\\_003.pdf](http://swoba.hhs.se/hastba/papers/hastba2007_003.pdf)
- Artinger, S., Vulkan, N., & Shem-Tov, Y. (2015). Entrepreneurs' negotiation behavior. *Small Business Economics*, *44*(4), 737–757. <https://doi.org/10.1007/s11187-014-9619-8>
- Birt, L., Scott, S., Cavers, D., Campbell, C., & Walter, F. (2016). Member Checking: A Tool to Enhance Trustworthiness or Merely a Nod to Validation? *Qualitative Health Research*, *26*(13), 1802–1811.

<https://doi.org/10.1177/1049732316654870>

Brazinskas, S., & Pipirienė, V. (2017). *International Trade Related Decision Making Across Different Managerial Levels: the Case of SMEs*. May 2017.

<https://doi.org/10.3846/cbme.2017.035>

Brazinskas, S., & Slepniov, D. (2013). *The Role Of Communication Importance In Business Internationalization: SMEs Perspective*. October 2012, 350–357.

<https://doi.org/10.3846/cibme.2012.29>

Brett, J., & Thompson, L. (2016). Negotiation. *Organizational Behavior and Human Decision Processes*, 136, 68–79.

<https://doi.org/10.1016/j.obhdp.2016.06.003>

Bülow, A. M., & Kumar, R. (2011). Culture and negotiation. *International Negotiation*, 16(3), 349–359. <https://doi.org/10.1163/157180611X592905>

Burns, N. A., Deck, C. A., & Thomas, C. J. (2023). Experimental analysis of impatience in bilateral and multilateral negotiations. *Journal of Economic Psychology*, 95(May 2022), 102606.

<https://doi.org/10.1016/j.joep.2023.102606>

Butakova, N. (2020). Letter Of Credit as a Payment Instrument of the Export-Import Deal. *SSRN Electronic Journal*, 2(116), 72–77.

<https://doi.org/10.2139/ssrn.3598871>

Chapman, E., Miles, E. W., & Maurer, T. (2017). A proposed model for effective negotiation skill development. *Journal of Management Development*, 36(7), 940–958. <https://doi.org/10.1108/JMD-01-2016-0002>

CHUN, D.-S., & PARK, K.-S. (2018). A Study on Determinants of Export

Performance of SMEs Participating in Trade Shows. *The International Commerce & Law Review*, 77, 259–284.

<https://doi.org/10.35980/krical.2018.02.77.259>

Costin, A.-F. (2015). Negotiating In Cross-Cultural Contexts. *International Conference KNOWLEDGE-BASED ORGANIZATION*, 21(1), 185–191.

<https://doi.org/10.1515/kbo-2015-0030>

Druckman, D., & Wagner, L. (2021). The Role of Issues in Negotiation: Framing, Linking, and Ordering. *Negotiation Journal*, 37(2), 249–278.

<https://doi.org/10.1111/nejo.12358>

ElShenawy, E. (2010). Does negotiation training improve negotiators' performance? *Journal of European Industrial Training*, 34(3), 192–210.

<https://doi.org/10.1108/03090591011031719>

Etikan, I. (2016). Comparison of Convenience Sampling and Purposive Sampling. *American Journal of Theoretical and Applied Statistics*, 5(1), 1.

<https://doi.org/10.11648/j.ajtas.20160501.11>

Galinsky, A. D., & Mussweiler, T. (2001). First offers as anchors: The role of perspective-taking and negotiator focus. *Journal of Personality and Social Psychology*, 81(4), 657–668. <https://doi.org/10.1037//0022-3514.81.4.657>

Gates, S. (2006). Time to take negotiation seriously. *Industrial and Commercial Training*, 38(5), 238–241. <https://doi.org/10.1108/00197850610677689>

Geert Hofstede, & Michael H. Bond. (1984). Hofstede's Culture Dimensions. An independent Validation Using Rokeach's Value Survey. In *Journal of Cross-cultural Psychology* (Vol. 15, Issue 4, pp. 417–433).

- Grancay, M., Grancay, N., & Dudas, T. (2015). What you export matters: Does it really? *Contemporary Economics*, 9(2), 233–244.  
<https://doi.org/10.5709/ce.1897-9254.169>
- Harvey, L. (2015). Beyond member-checking: a dialogic approach to the research interview. *International Journal of Research and Method in Education*, 38(1), 23–38. <https://doi.org/10.1080/1743727X.2014.914487>
- Hausmann, R., Hwang, J., & Rodrik, D. (2007). What you export matters. *Journal of Economic Growth*, 12(1), 1–25. <https://doi.org/10.1007/s10887-006-9009-4>
- Hayakawa, S., Tannenbaum, D., Costa, A., Corey, J. D., & Keysar, B. (2017). Thinking More or Feeling Less? Explaining the Foreign-Language Effect on Moral Judgment. *Psychological Science*, 28(10), 1387–1397.  
<https://doi.org/10.1177/0956797617720944>
- Hoffman, D. W. (n.d.). *No 主観的健康感を中心とした在宅高齢者における健康関連指標に関する共分散構造分析*Title.
- Hyde, K. F. (2000). Qualitative Market Research: An International Journal Emerald Article: Recognising deductive processes in qualitative research. *An International Journal*, 3(2), 82–90.
- Islam, M. E., & Yasmin, M. N. (2018). Significance of Negotiation Skills for Bangladeshi HR Manager in Private Business Organization. *Elixir International Journal*, 120(1), 51230–51234.
- Kazan, M. K. (1997). International Journal of Conflict Management Article information : *International Journal of Conflict Management*, 8(4), 338–360.

- Klassen, A. C., Creswell, J., Plano Clark, V. L., Smith, K. C., & Meissner, H. I. (2012). Best practices in mixed methods for quality of life research. *Quality of Life Research*, 21(3), 377–380. <https://doi.org/10.1007/s11136-012-0122-x>
- Kondracki, N. L., Wellman, N. S., & Amundson, D. R. (2002). Content analysis: Review of methods and their applications in nutrition education. *Journal of Nutrition Education and Behavior*, 34(4), 224–230. [https://doi.org/10.1016/S1499-4046\(06\)60097-3](https://doi.org/10.1016/S1499-4046(06)60097-3)
- Kopelman, S., Rosette, A. S., & Thompson, L. (2006). The three faces of Eve: Strategic displays of positive, negative, and neutral emotions in negotiations. *Organizational Behavior and Human Decision Processes*, 99(1), 81–101. <https://doi.org/10.1016/j.obhdp.2005.08.003>
- Kurniawati, putri. (2017). No Title على ت تغذى جراثم ..الإلا ك تروذي الاب تراز. *Universitas Nusantara PGRI Kediri*, 01, 1–7.
- Lax, D. A. (2015). *Masterful Negotiating , 2nd Edition Included with this collection : April*.
- Lewicki, R. J., & Polin, B. (2013). The role of trust in negotiation processes. *Handbook of Advances in Trust Research*, 29–54. <https://doi.org/10.4337/9780857931382.00010>
- Loschelder, D. D., Swaab, R. I., Trötschel, R., & Galinsky, A. D. (2014). The First-Mover Disadvantage: The Folly of Revealing Compatible Preferences. *Psychological Science*, 25(4), 954–962. <https://doi.org/10.1177/0956797613520168>
- Mahmoodi, K. (2012). Negotiation Strategies and Skills In -A Study of

Negotiators in Finland. *International Business*.

Marsa-Maestre, I., Klein, M., Jonker, C. M., & Aydoğan, R. (2014). From problems to protocols: Towards a negotiation handbook. *Decision Support Systems*, 60(1), 39–54. <https://doi.org/10.1016/j.dss.2013.05.019>

Medynska, K. (2016). *The art of negotiation in a diverse cultural environment within organisation*. August.

Mohd Noor, K. B. (2008). Case Study: A Strategic Research Methodology. *American Journal of Applied Sciences*, 5(11), 1602–1604.  
<http://www.gslis.utexas.edu/~ssoy/usesusers/1391d1b.htm>  
<http://www.sbs.ox.ac.uk/centres/bt/directory/Documents/CaseStudy42HBQR11PRINT.pdf>  
<http://books.google.com/books?id=FzawIAdilHkC&pgis=1>  
<http://scielo.iics.una.py/pdf/riics/v8n1/v8n1a09.pdf>

Moretti, A., & Tuan, A. (2014). The Social Media Manager as a Reputation's Gatekeeper: an Analysis from the New Institutional Theory Perspective. *Conference: 13th International Conference of the Society for Global Business and Economic Development*,.  
[https://www.researchgate.net/publication/266067477\\_The\\_Social\\_Media\\_Manager\\_as\\_a\\_Reputation's\\_Gatekeeper\\_an\\_Analysis\\_from\\_the\\_New\\_Institutional\\_Theory\\_Perspective](https://www.researchgate.net/publication/266067477_The_Social_Media_Manager_as_a_Reputation's_Gatekeeper_an_Analysis_from_the_New_Institutional_Theory_Perspective)

Neale, M. A., & Bazerman, M. H. (1992). Negotiator cognition and rationality: A behavioral decision theory perspective. *Organizational Behavior and Human Decision Processes*, 51(2), 157–175. [https://doi.org/10.1016/0749-5978\(92\)90009-V](https://doi.org/10.1016/0749-5978(92)90009-V)

- Noble, H., & Heale, R. (2019). Triangulation in research, with examples. *Evidence-Based Nursing*, 22(3), 67–68. <https://doi.org/10.1136/ebnurs-2019-103145>
- O'Connor, K. M., Arnold, J. A., & Burris, E. R. (2005). Negotiators' bargaining histories and their effects on future negotiation performance. *Journal of Applied Psychology*, 90(2), 350–362. <https://doi.org/10.1037/0021-9010.90.2.350>
- Okhuysen, G. A., Galinsky, A. D., & Uptigrove, T. A. (2003). Saving the worst for last: The effect of time horizon on the efficiency of negotiating benefits and burdens. *Organizational Behavior and Human Decision Processes*, 91(2), 269–279. [https://doi.org/10.1016/S0749-5978\(03\)00023-2](https://doi.org/10.1016/S0749-5978(03)00023-2)
- Osmičević, S., & Meško, M. (2020). Professional's Common Skills on Negotiation. *Izzivi Prihodnosti*, 5(3), 198–212. <https://doi.org/10.37886/ip.2020.012>
- Palareti, G., Legnani, C., Cosmi, B., Antonucci, E., Erba, N., Poli, D., Testa, S., & Tosetto, A. (2016). Comparison between different D-Dimer cutoff values to assess the individual risk of recurrent venous thromboembolism: Analysis of results obtained in the DULCIS study. *International Journal of Laboratory Hematology*, 38(1), 42–49. <https://doi.org/10.1111/ijlh.12426>
- Pham, H. S. T., & Petersen, B. (2021). The bargaining power, value capture, and export performance of Vietnamese manufacturers in global value chains. *International Business Review*, 30(6). <https://doi.org/10.1016/j.ibusrev.2021.101829>

- Pimonratanakan, S., Wisedsin, T., Prachayapipat, M., Wetsukum, P., & Jernsittiparsert, K. (2022). The role of employee communication skills on sustainable export performance. *Uncertain Supply Chain Management*, 10(4), 1369–1378. <https://doi.org/10.5267/j.uscm.2022.7.002>
- Pitta et al dalam Peleckis, K. (2013). International Business Negotiations: Culture, Dimensions, Context. *International Journal of Business, Humanities and Technology*, 3(7), 64–73.
- Plzeň 2016. (2016).
- Purdy, J. M., & Nye, P. (2000). The impact of communication media on negotiation outcomes. *International Journal of Conflict Management*, 11(2), 162–187. <https://doi.org/10.1108/eb022839>
- Ribbink, D., & Grimm, C. M. (2014). The impact of cultural differences on buyer-supplier negotiations: An experimental study. *Journal of Operations Management*, 32(3), 114–126. <https://doi.org/10.1016/j.jom.2014.01.004>
- Robinson, R. J., Lewicki, R. J., & Donahue, E. M. (2000). Extending and testing a five factor model of ethical and unethical bargaining tactics: Introducing the SINS scale. *Journal of Organizational Behavior*, 21(6), 649–664. [https://doi.org/10.1002/1099-1379\(200009\)21:6<649::aid-job45>3.0.co;2-%23](https://doi.org/10.1002/1099-1379(200009)21:6<649::aid-job45>3.0.co;2-%23)
- Roulston, K., & Halpin, S. N. (2022). Designing Qualitative Research Using Interview Data. In *The SAGE Handbook of Qualitative Research Design*. <https://doi.org/10.4135/9781529770278.n41>
- Salacuse, J. W. (1999). Intercultural Negotiation in International Business. *Group*



*Decision and Negotiation*, 8(3), 217–236.

<https://doi.org/10.1023/A:1008660330550>

Schoop, M., Köhne, F., & Ostertag, K. (2010). Communication Quality in business negotiations. *Group Decision and Negotiation*, 19(2), 193–209.

<https://doi.org/10.1007/s10726-008-9128-8>

Sinaceur, M., & Neale, M. A. (2005). Not all threats are created equal: How implicitness and timing affect the effectiveness of threats in negotiations.

*Group Decision and Negotiation*, 14(1), 63–85.

<https://doi.org/10.1007/s10726-005-3876-5>

Susmus, T., & Baslangic, S. O. (2015). The New Payment Term BPO and its Effects on Turkish International Business. *Procedia Economics and Finance*,

33(15), 321–330. [https://doi.org/10.1016/s2212-5671\(15\)01716-5](https://doi.org/10.1016/s2212-5671(15)01716-5)

Teherani, A., Martimianakis, T., Stenfors-Hayes, T., Wadhwa, A., & Varpio, L.

(2015). Choosing a Qualitative Research Approach. *Journal of Graduate Medical Education*, 7(4), 669–670. <https://doi.org/10.4300/JGME-D-15-00414.1>

Thompson, L. (1990). Negotiation behavior and outcomes: Empirical evidence and theoretical issues. *Psychological Bulletin*, 108(3), 515–532.

<https://doi.org/10.1037/0033-2909.108.3.515>

Vevere, V., & Sannikova, A. (2018). Developing Intercultural Negotiations Skills To Meet Current Challenges of Diverse Eu Business Environment As Part of University Social Responsibility. *European Integration Studies*, 0(12), 8–18.

<https://doi.org/10.5755/j01.eis.0.12.21232>

Walls, J. W., Hendon, D. W., Hendon, R. A., & Herbig, P. (1998). Cross-Cultural Business Negotiations. *Pacific Affairs*, 71(2), 235.

<https://doi.org/10.2307/2760982>

Weingart, L. R., Bennett, R. J., & Brett, J. M. (1993). The impact of consideration of issues and motivational orientation on group negotiation process and outcome. *Journal of Applied Psychology*, 78(3), 504–517.

<https://doi.org/10.1037//0021-9010.78.3.504>

Xiao, P., Luo, X., & Daly, S. P. (2020). Language Skills in Business Negotiation from the Perspective of Adaptation. *Educational Research (IJM CER)*, 2(4),

h.182. [https://www.ijmcer.com/wp-](https://www.ijmcer.com/wp-content/uploads/2020/08/IJM CER_U02401810187.pdf)

[content/uploads/2020/08/IJM CER\\_U02401810187.pdf](https://www.ijmcer.com/wp-content/uploads/2020/08/IJM CER_U02401810187.pdf)

Zhang, T., & Zhou, H. (2009). The Significance of Cross-cultural Communication in International Business Negotiation. *International Journal of Business and Management*, 3(2), 103–109. <https://doi.org/10.5539/ijbm.v3n2p103>

Zhao, S., Sheehan, C., De Cieri, H., & Cooper, B. (2019). A comparative study of HR involvement in strategic decision-making in China and Australia.

*Chinese Management Studies*, 13(2), 258–275. [https://doi.org/10.1108/CMS-](https://doi.org/10.1108/CMS-08-2018-0643)

[08-2018-0643](https://doi.org/10.1108/CMS-08-2018-0643)