

DAFTAR PUSTAKA

- Beamer, L. 1992. Learning Intercultural Communication Competency, "*Journal of Business Communication*", Vol. 29 No. 3, pp. 285-289.
- Chaisrakeo, Sunanta and Mark Speece. 2004. Culture, Intercultural Communication Competence, and Sales Negotiation: a Qualitative Approach, "*Journal of Business and Industrial Marketing*", Vol.19, No. 4, h. 267-282.
- Debabi, Mohsen. 2009. Contribution of Cultural Similarity to Foreign Product Negotiation. "*Cross Cultural Managemnet: An International Journal*", Vol.17, h. 427-437.
- Dong, Kenyong and Ying Liu. 2010. "Cross Cultural Management in China." *An International Journal*. Vol.17, No. 3, h. 223-243.
- Ferdinand, Augusty. 2006. *Metode Penelitian Manajemen. Edisi 2*. Semarang: Universitas Diponegoro.
- Forst, Peter J., Walter R. Nord, and Linda A. Krefting. 2002. *Reality Putting Competence in Context*, New Jersey: Pearson Education.
- Frits. 2002. "Culture Determinant of Bussines Success : Theoretical and Pratical Analysis", *Jurnal Prasetya Mulya*, Vol. 12 No. 3, pp 24- 40.
- Georing, E. 1997. Intergration versus distribution in contaxt negotiations: an interaction analysis of strategy use, "*The Journal Of Business Communication*", Vol 34 No4, pp.384-400.
- Ghozali, Imam. 2005. *Aplikasi Analisis Multivariate dengan Program SPSS*. Semarang: BP Universitas Diponegoro. Semarang.
- Graham, J., Mintu, A. and Rodgers, W. (1994), Explorations of negotiation behaviors in ten foreign cultures using a model developed in United States, "*Management Science*", Vol. 40, pp. 72-95.
- Hall, E.T. 1976. *Beyond Cuture*, New York City: Anchor Press/ Double Day Garden
- Harris, C. Lloyd. 1998. Cultural Domination: The Key to Market Oriented, "*European Journal of Marketing*", Vol. 32, No. 3/4, h.354-373.

- Hofstede, Greet and Gert Jan Hofstede. 2005. *Culture and Organization: Software of the Mind*, USA: Mc Graw-Hill books.
- Koentjaningrat. 1980. *Sejarah Ilmu Antropologi I*. Jakarta: Aksara.
- Lloyd, Shannon. 2010. Intercultural Competencies for culturally diverse. "Journal of Managerial Psychology", Vol. 25, No. 8, h.845-875.
- Mas'ud, Fuad. 2002. *Mitos 40 Manajemen Sumber Daya Manusia*. Semarang: Universitas Diponegoro
- Perdue, B. 1992. Ten aggressive tactics in industrial buying, "Journal of Business and Industrial Marketing", Vol 7 No. 2 pp. 45-52.
- Robbins, Stephen P. 2005. *Perilaku organisasi*. Edisi Bahasa Indonesia. Jakarta: PT Indeks Kelompok GRAMEDIA
- Schein, Edgar H. 2001. *Organization Culture and Leadership*, San Fransisco: Josses Bass
- Schneider, Susan C. and Jean Louis Barsoux. 1997. *Managing Across Culture*, Great Britain: Prentice Hall Europe.
- Sekaran, Uma. 2006. *Research Methode For Business: Metodologi Penelitian Untuk bisnis*. Jakarta: Salemba Empat.
- Soemardjan, Selo. 2000. *Menuju Tata Indonesia Baru*. Jakarta: Gramedia.
- Sugiyono. 2004. *Metode Penelitian Bisnis*, Bandung: Alfabeta. CV.
- Supranto, J. 2001. *Statistik: Teori dan Aplikasi*. Edisi keenam. Jakarta: Erlangga
- Vida, I .1999. Cultural value orientation and buyer-seller interaction: an organizing framework, "International Journal of Commerce & Management", Vol 9 No3, pp 66-77.
- Zakaria, N. 2000. "The Effect of Cross-Cultural Training on The Acculturation Process of The Global Workforce", "International Journal of Manpower", Vol. 21 No. 6 pp 452-510.