In General. Study Chapters 5, 6, 7, 8 and 10. I’ll ask you 5-10 questions per chapter in a multiple choice format. Everything is fair game, and pay most attention to the material listed below. Be Familiar with Unlawful Discrimination: Know the basics of Title VII of the Civil Rights Act of 1964, the ADA and the ADEA. I’ll ask you what sorts of questions are “unlawful,” “not recommended” or “ok” in an employment interview. Be familiar with “disparate impact” and “disparate treatment” and the difference. I’ll ask you about this. Case Material: I’ll ask you to answer one or two essay questions.
One will be on the case study Google and the Government of China. Go back over the case and the discussion questions. The other essay question will be on the paradoxes discussed in the reading The Journey Inward: Expatriate Hero Tales and Paradoxes. I will NOT ask you dance the merengue, salsa or any other culturally important dance.

CH5 Negotiation
As much of the negotiation chapter as possible. (This is the only class where you get this knowledge)
The five negotiating process steps.
The different negotiation outcomes.
Process steps that Negotiators from Mexico, China other countries could be expected to spend significantly more time than those from the US
Typical negotiation tactics of different national cultures, high low context cultures.

CH 7 Groups and Teams
Stages of group development
Difference between a group and a team.
Groupthink and all the related stuff in the chapter
Advantages and disadvantages of diversity

CH 6 Motivation
Levinson’s four basic psychological needs
Maslow’s hierarchy of needs.
McClelland’s learned needs theory
Goal setting theory
Reinforcement Theory
Expectancy Theory
Meaning of Working Study

CH8 Organizational Culture
Functions and dysfunctions of organizational culture
Trompanaars’ Four Corporate Cultures
Elements of culture Leaders can and cannot change

CH10 Human Resources
Approaches to managing and staffing subsidiaries
Selecting the right candidate
The whole section on Managing Expatriates
The stages and the paradoxes in the reading by J. Osland: The Journey Inward: Expatriate Hero Tales and Paradoxes