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KEY=GUIDED - LUCA CORDOVA

EASTERN EUROPE!

EVERYTHING YOU NEED TO KNOW ABOUT THE HISTORY (AND MORE) OF A REGION THAT SHAPED OUR WORLD AND STILL DOES

New Europe Books *Eastern Europe!* is a brief and concise (but informative) introduction to Eastern Europe and its myriad customs and history. When the legendary Romulus killed his brother Remus and founded the city of Rome in 753 BCE, Plovdiv -- today the second-largest city in Bulgaria -- was already thousands of years old. Indeed, London, Paris, Berlin, Vienna, Madrid, Brussels, Amsterdam are all mere infants compared to Plovdiv. This is just one of the paradoxes that haunts and defines the New Europe, that part of Europe that was freed from Soviet bondage in 1989 which is at once both much older than the modern Atlantic-facing power centers of Western Europe while also being in some ways much younger than them. Even those knowledgeable about Western Europe often see Eastern Europe as terra incognita, with a sign on the border declaring "Here be monsters." This book is a gateway to understanding both what unites and separates Eastern Europeans from their Western brethren, and how this vital region has been shaped by, but has also left its mark on, Western Europe, Central Asia, the Middle East and North Africa. Ideal for students, businesspeople, and those who simply want to know more about where Grandma or Grandpa came from, *Eastern Europe!* is a user-friendly guide to a region that is all too often mischaracterized as remote, insular, and superstitious. Illustrations throughout include: 40 photos, 40 maps and 40 figures (tables, charts, etc.) From the Trade Paperback edition.

LONELY PLANET EASTERN EUROPE

Lonely Planet This edition includes Kaliningrad for the first time, alongside Albania and Macedonia and covers all of Eastern Europe. Regional itineraries offer a mix of classic and less travelled routes. Maps are included throughout

RICK STEVES EASTERN EUROPE

Rick Steves You can count on Rick Steves to tell you what you really need to know when traveling in Eastern Europe—including the Czech Republic, Slovakia, Poland, Hungary, Slovenia, and Croatia. Explore Eastern Europe's top cities, from the romantic spires of Prague and the steamy thermal baths of Budapest to charming Kraków and laid-back Ljubljana. Enjoy the imperial sights of Vienna and walking tours of exotic Dubrovnik. Then delve into the region's natural wonders: hike through the waterfall wonderland at Plitvice Lakes National Park, drive the winding road to the Julian Alps, and watch the sun dip slowly into the Adriatic from the Dalmatian Coast. Rick's candid, humorous advice will guide you to good-value hotels and restaurants. He'll help you plan where to go and what to see, depending on the length of your trip. You'll learn which sights are worth your time and money, and how to get around by train, bus, car, and boat. More than just reviews and directions, a Rick Steves guidebook is a tour guide in your pocket.

HISTORY OF EASTERN EUROPE

A CAPTIVATING GUIDE TO A SHORTENED HISTORY OF RUSSIA, UKRAINE, HUNGARY, POLAND, THE CZECH REPUBLIC, BULGARIA, SLOVAKIA, MOLDOVA, BELARUS, AND ROMANIA

Captivating History The story of Eastern Europe is one of successes and failures, competing interests, and the rise and fall of states and empires.

CONSTRUCTION ARBITRATION IN CENTRAL AND EASTERN EUROPE

CONTEMPORARY ISSUES

Kluwer Law International B.V. *Construction Arbitration in Central and Eastern Europe Contemporary Issues* Edited by: Crina Baltag & Cosmin Vasile The successful execution of a construction project is inextricably linked to the management of risks and the expeditious settlement of any disputes that may arise. In this regard, the wealth of experience gained by Central and Eastern European practitioners in dealing with complex issues arising in construction projects in the region is highly relevant to international arbitration. Thus, this timely book provides a combination of local expertise and cross-jurisdictional perspectives on topics that most often emerge in construction disputes and which resonate far beyond the specific region covered. The authors, all practitioners with significant expertise in international and domestic construction disputes in Central and Eastern European countries, focus on the following topics: the peculiarities of evidence in construction disputes; the probative value of dispute boards, as well as their enforceability; multi-party issues triggered by the participation of various stakeholders besides employer, contractor and subcontractors; provisional measures; arbitrability of contracts with public authorities; issues of liquidated damages; changes of

legislation and costs over passage of time; time bar issues; and resolution of disputes related to construction projects as protected investments. Given the increasing number of disputes and the scarce resources available, this essential guide to contemporary topics in construction disputes, with its cross-border perspective, will prove invaluable to practitioners and to academics in the field of construction law and dispute resolution.

GLOBAL TAX GUIDE

EASTERN EUROPE

Global Tax Guide, Volume 4 Eastern Europe

ETHNIC POLITICS IN EASTERN EUROPE

A GUIDE TO NATIONALITY POLICIES, ORGANIZATIONS, AND PARTIES

M.E. Sharpe *This guide charts national histories and policies, relevant statistics and chronologies, and the identities, programmes, and activities of the full spectrum of ethnically-based parties and organizations in Central and Eastern Europe.*

JEWISH HERITAGE TRAVEL

A GUIDE TO EASTERN EUROPE

National Geographic Books *Thoroughly expanded and updated, a unique travel guide to various locales throughout Eastern Europe reviews the Jewish experience in Poland, the Czech Republic, Slovakia, Hungary, Romania, the former Yugoslavia, and Bulgaria, as well as new sections on Austria, Ukraine, and Lithuania, with information on Jewish communities, historical sites, hotels, and restaurants. Original.*

ENVIRONMENT AND HEALTH IN CENTRAL AND EASTERN EUROPE

A REPORT FOR THE ENVIRONMENTAL ACTION PROGRAMME FOR CENTRAL AND EASTERN EUROPE

World Bank Publications *This report draws on lessons learned in urban development lending to build a conceptual framework for improving the delivery of services. This framework looks beyond local governments alone as the cause of poor performance and points toward reforming the incentives they face. The report examines key issues in service delivery, such as the need to clarify the division of functional responsibilities between levels of government, to make revenue sources correspond to functional responsibilities, and to establish a governmental system that balances central regulation with local incentives for responding to constituents. The book seeks to begin a global dialog on ways of improving urban service delivery and to serve as a catalyst for further learning from the rich experience of reform underway in many developing countries. The issues addressed in the report especially pertain to countries undertaking decentralization. Also available: French (ISBN 0-8213-3314-3) Stock No. 13314; Spanish (ISBN 0-8213-3315) Stock No. 13315.*

ROMA AND THE TRANSITION IN CENTRAL AND EASTERN EUROPE

TRENDS AND CHALLENGES

World Bank Publications *This report brings together the available evidence from primary and secondary sources, including household surveys and results of recent qualitative studies, to develop a picture of the development challenges facing Roma populations in Central and Eastern Europe. While living standards have declined for all population groups during the transition to a market economy, there are growing indications that conditions have deteriorated more severely for Roma than for others, and that Roma are poorly positioned to take advantage of emerging economic opportunities. This report focuses on five countries in Central and Eastern Europe: Hungary, Bulgaria, Romania, the Czech Republic, and the Slovak Republic. The first chapter of the report provides the historical context and an overview of the methodological issues and main data sources; chapter two presents the available evidence on welfare status and living conditions, examining poverty, housing, education, employment and health; chapter three considers issues relating to access to social services; and the final chapter reviews the opportunities for Roma participation in the design and implementation of community development policies and programmes, and outlines policy implications.*

CULTURE AND HISTORY IN EASTERN EUROPE

Palgrave Macmillan *Culture and history in Eastern Europe provides a refreshingly different approach toward understanding recent and current events in one of the world's most complex and fascinating regions. Dr. Hupchick presents substantive arguments for the importance of culture in its most essential form - a particular group of people's basic perception of reality - as the continuous driving force underlying human actions. It is the interplay among various cultures over time that form the determining factors that shape human development. With great clarity and precision, Dr. Hupchick describes the cultural complexities of Eastern Europe and Russia, giving the reader many insights into how the region's inhabitants themselves perceive their rich yet terrible histories. This is a book which will be as stimulating to specialists as it will be enlightening to students.*

INVENTING EASTERN EUROPE

THE MAP OF CIVILIZATION ON THE MIND OF THE ENLIGHTENMENT

Stanford University Press *Wolff explores how Western thinkers contributed to defining and characterizing Eastern Europe as half-civilized and barbaric.*

PROSPECTS FOR IMPROVING NUTRITION IN EASTERN EUROPE AND CENTRAL ASIA

World Bank Publications *This report presents an overview of critical nutrition issues effecting the Eastern European and Central Asian (ECA) countries and suggests strategies for improvement. The ECA region is diverse in economic, political, and social structures, as are the nutrition problems in the region. The report finds that, in addition to poverty, lack of knowledge about basic nutrition among populations is also a key determinant of malnutrition in the ECA region.*

DEMOGRAPHIC IMPLICATIONS OF SOCIAL EXCLUSION IN CENTRAL AND EASTERN EUROPE

Council of Europe *This publication examines the impact of socio-economic policies on social exclusion of vulnerable groups in central and eastern Europe and identifies types, degrees and common characteristics of social deprivation. It also focuses on developing and evaluating regional statistical indicators of social deprivation and investigates the emergence of new forms of social exclusion. It includes case studies from the former Yugoslav Republic of Macedonia, Latvia, Hungary and the Russian Federation.*

THE HISTORY OF EASTERN EUROPE FOR BEGINNERS

Writers & Readers *Traces the history of the region from World War I to the present, and describes influential events, movements, and individuals.*

THE CHANGING LANDSCAPE IN EASTERN EUROPE

A PERSONAL PERSPECTIVE ON PHILANTHROPY AND TECHNOLOGY TRANSFER

Oxford University Press on Demand *This book shows how philanthropy can be a primary force in the transfer of technology in transitional societies. It demonstrates the necessity of retraining of people and how this endeavor is as important as the technology itself. It is essentially about Hungary, Poland, Czech Republic, Slovakia, Latvia, Estonia, with somewhat smaller emphases on Russia, Romania and South Africa. It chronicles, explains, and analyzes western assistance efforts in Eastern Europe between 1989 and 2000 in the context of the political and economic events of the period, with particular emphasis on the activities of The Andrew W. Mellon Foundation. Factors that made transfers more or less successful and the role of social institutions and human factors will be highlighted. Significant illustrations include the creation of a small enterprise sectors, MBA programs, economic programs, and new markets and financial institutions. The material provides the reader with a clear understanding of how institutions for economic education emerged in Central and Eastern Europe, what role of US foundations and academic institutions played, and what the interplay with local personalities involved.*

THE POLITICAL HISTORY OF EASTERN EUROPE IN THE 20TH CENTURY

THE STRUGGLE BETWEEN DEMOCRACY AND DICTATORSHIP

Edward Elgar Pub *This text presents an introduction to the struggle between democracy and dictatorship in Eastern Europe since 1900. It is broken down into three different parts focusing on those time periods when experiments with democracy threatened to change the established order - the inter-war period, the democratic or semi democratic interlude in the wake of World War II until 1949 and the current experience with the new democracies. In discussing the struggle between democracy and dictatorship, the authors argue that the experience of Eastern Europe reveals the challenges which threaten democracy and the conditions necessary for the survival of democratic government.*

REMAKING EASTERN EUROPE – ON THE POLITICAL ECONOMY OF TRANSITION

Springer Science & Business Media *This compact volume is meant as a modest contribution to the ongoing debate on how to transform in particular the radically reforming Eastern European economies into more productive sociopolitical organizations. Although my main focus here is on the economics of reform and east-west assistance, I have tried to embed the multiple technical aspects of restructuring such a resource allocation into the context of remaking Eastern Europe. That the volume coincides with the seminal transformations of the communist countries of Eastern Europe is, of course, not fortuitous. But I shall have much less to say about the political transitions from communism to parliamentary democracy, except the ways in which the latter may bolster or hinder the hoped-for economic mutations. In taking stock of where I stand on the issue of "radical reform" of planned economics in general and the CMEA in particular, both still moving targets, I have benefited greatly from participation in formal and informal conferences on economic reform. The product has also profited from many informal discussions and exchanges of views among friends and colleagues, including those entrusted with and purely interested in efforts on the overall topic of the study launched from within the broad context of the United Nations, my at times reluctant employer.*

THE GREAT JEWISH CITIES OF CENTRAL AND EASTERN EUROPE

A TRAVEL GUIDE AND RESOURCE BOOK TO PRAGUE, WARSAW, CRAKOW, AND BUDAPEST

Jason Aronson *The Great Jewish Cities of Central and Eastern Europe: A Travel Guide and Resource Book to Prague, Warsaw, Cracow, and Budapest is the most comprehensive guidebook covering all aspects of Jewish history and contemporary life in Prague, Warsaw, Cracow, and Budapest. This remarkable book includes detailed histories of the Jews in these cities, walking tours of Jewish districts past and present, intensive descriptions of Jewish sites, fascinating accounts of local Jewish legend and lore, and practical information for Jewish travelers to the region. The Great Jewish Cities of Central and Eastern Europe is much more than a tour guide. It is a rich storybook filled with illuminating gleanings from all aspects of Jewish culture in the region: inspiring legends from the streets of Jewish Cracow; a secret glimpse at the former facade of a Prague synagogue; strolls atop a buried Medieval synagogue in Budapest; a virtual reality tour of Warsaw's former Jewish quarter. The author combines experience in several disciplines to elucidate all aspects of Jewish*

history in these cities, from architectural history to religious symbolism. The entire history of Jewish life, including local traditions and contemporary anecdotes is covered. In addition, *The Great Jewish Cities of Central and Eastern Europe* is also a practical sourcebook essential for the Jewish traveler, containing information ranging from kosher restaurants to the prayer times and service descriptions of active synagogues in the region. Whether it's an ancient legend or a description of a kosher restaurant, *Eli Valley* describes the topic in a style that is both enthusiastic and easy to read. The author's years of experience in the region give him an insight into the local Jewish communities rarely seen by the outside world. In spite of the renewed accessibility of Jewish sites, local tour guides are not well-versed in the history of Jewish compatriots, and guide books include only sparse, misleading information about the Jewish sites. The unfortu

PROTECTING AND PROMOTING RELIGIOUS RIGHTS IN EASTERN EUROPE AND THE SOVIET UNION

HEARING BEFORE THE COMMITTEE ON FOREIGN RELATIONS, UNITED STATES SENATE, NINETY-EIGHTH CONGRESS, SECOND SESSION, JUNE 12, 1984

THE EXPORT MARKETING OF CAPITAL GOODS TO THE SOCIALIST COUNTRIES OF EASTERN EUROPE

Gower Publishing Company

THE HIDDEN EUROPE

WHAT EASTERN EUROPEANS CAN TEACH US

SonicTrek, Inc. Francis Tapon yearned for a European adventure, but Western Europe seemed too tame and passé. So he traveled for 3 years visiting every Eastern European country—all 25 of them. *The Hidden Europe* cleverly mixes insightful facts with hilarious personal anecdotes. It's profound, yet light. Francis Tapon is a sharp observer who helps you distinguish a Latvian from a Lithuanian, while not confusing Slovenia with Slovakia. You'll also learn: - Why Baltic people are human squirrels.- When and why Poland disappeared from Europe.- Why Czechoslovakia and Yugoslavia broke up.- Why Hungarians are really Martians.- How Slovenians learn languages so quickly.- Why the Balkans is so screwed up.- Why there's much more to Romania than Dracula.- Which Moldovan tradition saves marriages.- What the future holds for Belarus, Ukraine, Russia.- Why communism was a dream . . . and a nightmare. You'll understand a side of Europe that is still mysterious and misunderstood even 20 years after the fall of the Soviet Union. Francis Tapon is an ideal guide in a book that will become a classic travel narrative.

COMPARATIVE PUBLIC ADMINISTRATION

THE ESSENTIAL READINGS

Emerald Group Publishing Volume 15 of *Comparative Public Administration*, titled *Research in Public Policy Analysis and Management*, offers a four-part approach that includes comparative public administration, administrative development and development administration, institutional management, and new public management and reforms. These elements discuss the fundamentals of public administration in detail while also investigating the changes that occur in administrative institutions. *Discusses the fundamentals of public administration *Investigates the changes occurring in administrative institutions *Includes content about international organizations

THE INTERNATIONAL RELATIONS OF EASTERN EUROPE

A GUIDE TO INFORMATION SOURCES

Gale Cengage

THE CAPTIVE NATIONS

EASTERN EUROPE, 1945-1990

ENTERPRISE GUIDANCE IN EASTERN EUROPE

A COMPARISON OF FOUR SOCIALIST ECONOMIES

Princeton University Press The sixties were a decade of major reform in the guidance of industry in the socialist countries of Eastern Europe. In this comparative study of industrial management, the different directions taken by reform in the German Democratic Republic, Hungary, and Yugoslavia are examined against the pattern shown by Romania, a country in which no significant reform has occurred. The author focuses on the methods used to coordinate enterprises in the early 1970s. The book is the product of a remarkable opportunity: eleven months of interviews in the four countries. Those interviewed were mainly middle and upper managers of enterprises, but also include officials of ministries, planning commissions, banks, trade unions, and national Communist parties. The resulting data made possible new interpretations of enterprise management in Eastern Europe. Originally published in 1976. The Princeton Legacy Library uses the latest print-on-demand technology to again make available previously out-of-print books from the distinguished backlist of Princeton University Press. These editions preserve the original texts of these important books while presenting them in durable paperback and hardcover editions. The goal of the Princeton Legacy Library is to vastly increase access to the rich scholarly heritage found in the thousands of books published by Princeton University Press since its founding in 1905.

THE HOLOCAUST IN EASTERN EUROPE

AT THE EPICENTER OF THE FINAL SOLUTION

Bloomsbury Publishing Waitman Wade Beorn's *The Holocaust in Eastern Europe* provides a comprehensive history of the Holocaust in the region that was the central location of the event itself while including material often overlooked in general Holocaust history texts. First introducing Jewish life as it was lived before the Nazis in Eastern Europe, the book chronologically surveys the development of Nazi policies in the area over the period from 1939 to 1945. This book provides an overview of both the German imagination and obsession with the East and its impact on the Nazi genocidal project there. It also covers the important period of Soviet occupation and its effects on the unfolding of the Holocaust in Eastern Europe. This text also treats in detail other themes such as ghettoization, the Final Solution, rescue, collaboration, resistance, and many others. Throughout, Beorn includes detailed examples of the similarities and differences of the nature of the Holocaust in various regions, in the words of perpetrators, witnesses, collaborators, and victims/survivors. Beorn also illustrates the complex nature of the Holocaust by discussing the difficult subjects of collaboration, sexual violence, the use of slave labour, treatment of Soviet POWs, profiteering and others within a larger narrative framework. He also explores key topics like Jewish resistance, Jewish councils, memory, and explanations for perpetration, collaboration, and rescue. The book includes images and maps to orient the reader to the topic area. This important book explains the brutality and complexity of the Holocaust in the East for all students of the Holocaust and 20th-century Eastern European history.

RUSSIA AND EASTERN EUROPE

A BIBLIOGRAPHIC GUIDE TO ENGLISH-LANGUAGE PUBLICATIONS, 1992-1999

Libraries Unlimited This timely guide focuses on books that deal with the major historical occurrences that have impacted Russia and Eastern Europe, including the transition from Socialism to market economics, the civil war in the Yugoslav peninsula, and the Holocaust, featuring annotations of works representative of the time and culture. Titles are arranged by country of origin and subject area. An excellent resource for academic librarians, scholars, students, and anyone interested in the region.

MARKETING STRATEGIES FOR CENTRAL AND EASTERN EUROPE

Routledge This title was first published in 2001. Successful international marketing requires the development and implementation of marketing strategies responsive to different environments. This text examines the unique features of the marketing environment in Central and Eastern Europe and the impact that they have on the strategies used to enter and penetrate this region. It is based on the proceedings of the 6th annual conference on "Marketing Strategies for Central & Eastern Europe" held from the 2nd to the 4th of December 1998 in Vienna, Austria. The book presents the editors' view on marketing in Central and Eastern Europe and summarizes the main features and research results from the selected papers.

EASTERN EUROPE IN THE POSTWAR WORLD

Examines the differences among Eastern European countries in the postwar period. Looking at the external and domestic factors which shaped their development, the book uses the disciplines of politics, economics, sociology and ideology in its analysis.

EUROPE FACES EUROPE

NARRATIVES FROM ITS EASTERN HALF

Intellect Books How is Europe identified in narratives from its eastern periphery? This is the core question of this volume. Its chapters map narratives of Europe rooted in East Europe, as they circulate in phenomenological philosophy, news journalism, social movements, literary texts, visual art and popular music. Whereas debate and research on European identity is normally conducted in self-congratulatory terms by core institutions in the center, the focus here is on how Europeanness is narrated in one of its most dynamic regions: Eastern Europe. A closer scrutiny of how such East European narratives critically rework inherited conceptions reveals a range of strategies for interpreting European identity in this transitory phase of history.

NATO AND EASTERN EUROPE AFTER 2000

STRATEGIC INTERACTIONS WITH POLAND, THE CZECH REPUBLIC, ROMANIA, AND BULGARIA

Nova Publishers NATO is acutely aware of its increased status as a force for stability in a drastically altered Atlantic community. The number of its initiatives is on the increase just as a new political, economic and military Europe emerges. The Cold War's end has wrought as many changes as there are continuities in the security environment. Eastern and Central European states, especially NATO and PfP members, enjoy an increasing importance to NATO, both as trading partners and as new participants in the civil society. While the literature on relations between NATO and the East Europeans is rather limited, the study of the overall posture of those states in the international system is almost non-existent, so that the consequences of their posture for NATO's renewed concept are unknown. The study of these countries' security posture and strategic interactions with Central European states in general promotes the renewed role of NATO. This book shows that each of the long-term relations with Poland, the Czech Republic, Romania and Bulgaria is subordinated to the goal of entering the European Union, and that their different values will makes relations difficult. This will test NATO's new strategic concept to the limit. It also shows the importance of strategic thinking.

THE MOST IMPORTANT ART

EASTERN EUROPEAN FILM AFTER 1945

Univ of California Press *History of Post World War II Eastern Europe's film Industry. Covers: The Soviet Union, Poland, German Democratic Republic, Czechoslovakia, Yugoslavia, Bulgaria, Romania and Hungary.*

NEGOTIATION AND STATECRAFT: NINETY-THIRD CONGRESS, FIRST SESSION, PURSUANT TO SECTION 4, SENATE RESOLUTION 46, 93D CONGRESS, WITH LEOPOLD LABEDZ, JULY 12, 1973

WELFARE, CHOICE AND SOLIDARITY IN TRANSITION

REFORMING THE HEALTH SECTOR IN EASTERN EUROPE

Cambridge University Press *Reform of the welfare sector is an important yet difficult challenge for all countries in transition from socialist central planning to market-oriented democracies. Here a scholar of the economics of socialism and post-socialist transition and a health economist take on this challenge. This 2001 book offers health sector reform recommendations for ten countries of Eastern Europe, drawn consistently from a set of explicit guiding principles. After discussing sector-specific characteristics, lessons of international experience, and the main set of initial conditions, the authors advocate reforms based on organized public financing for basic care, private financing for supplementary care, pluralistic delivery of services, and managed competition. Policymakers need to achieve a balance, both assuring social solidarity through universal access to basic health services and expanding individual choice and responsibility through voluntary supplemental insurance. The authors also consider the problems that undermine effectiveness of market-based competition in the health sector.*

REVOLUTION AND CHANGE IN CENTRAL AND EASTERN EUROPE

POLITICAL, ECONOMIC, AND SOCIAL CHALLENGES

Routledge *A comprehensive analysis of the progress and problems of post-communist development attending to aspects of transition in the region as a whole and to specific issues in Albania, Bulgaria, the Czech and Slovak Republics, East Germany, Hungary, Poland, Rumania, and Yugoslavia. Goldman (political science, Northeastern U.) diagrams the commonalities of development and the diversity of the various countries' rejection of communism, setting forth the difficulties in moving from communist monolithic authoritarianism to pluralistic democracy, coping with threats to progress and stability, and the international implications of these transitions. Paper edition (758-5), \$32.95. Annotation copyrighted by Book News, Inc., Portland, OR*

FIN D'UN EMPIRE, 1989

Univ of California Press *"A superb and definitive book of original insights into the collapse of communism. No other specialist knows as much about the subject as Levesque does, and nobody has had access to as many new sources in all these countries as he has."-- Daniel Chirot, author of Modern Tyrants "What a pleasure! The author has done a masterful job of mining all the sources to put together the most convincing explanation for the so-called 'enigma' that we will see for a long time."--George Breslauer, author of Krushchev and Breshnev as Leaders*

ECONOMIC DEVELOPMENTS IN COUNTRIES OF EASTERN EUROPE

A COMPENDIUM OF PAPERS SUBMITTED TO THE SUBCOMMITTEE ON FOREIGN ECONOMIC POLICY OF THE JOINT ECONOMIC COMMITTEE, CONGRESS OF THE UNITED STATES

THE SAVVY BUSINESS TRAVELER'S GUIDE TO CUSTOMS AND PRACTICES IN OTHER COUNTRIES

THE DOS AND DON'TS TO IMPRESS YOUR HOSTS AND MAKE THE SALE

Atlantic Publishing Company *So you jump off the plane ready to meet your foreign counterpart and close that big business deal. You are too far away to shake hands so you make a circle with your thumb and forefinger up into the air for all to see, meaning "OKAY!" -- to you. There is a problem. We hope you are not in France where it means, "You are a zero", or in Japan where it is a blatant symbol for money, or in Brazil where it is just plain vulgar. Avoiding cultural gaffes such as these is critical to success in international business. Lack of familiarity with the business practices, social customs, and etiquette of any country can weaken your firm's position in the market, prevent it from accomplishing its objectives, and ultimately lead to failure. There are many nuances in communicating with people in other countries, just as there are in America. This new book will be the next best thing to living in a foreign country. It will introduce you to some of the more important cultural differences, based upon a country-by-country break down following an introduction offering insights from the author's own world travel experiences. You will find country-specific information about business customs and protocol in fifty nations world-wide. You will understand business culture, successful communication, and social etiquette; what to expect at the dinner table, and how food relates to conducting business. With this book, you can proceed confidently through business deals that involve foreign travel, social contact, and negotiations. Find out about proper gift-giving, business entertainment, and much more. Some of the cultural pitfalls detailed are stereotypes, personal space, forms of address, demeanour, restroom customs, tipping, social and business visits, greetings and introductions, names and titles, proper manners, proper conversations, business dress, clothing, telephone and computer use, dining, gift giving, smoking, gestures, numbers, calendar dates, time and temperature, holidays, religious information, developing relationships, being on time, and addressing women in business.*

REGIMES, POLITICS, AND MARKETS

DEMOCRATIZATION AND ECONOMIC CHANGE IN SOUTHERN AND EASTERN EUROPE

Clarendon Press *This ambitious study, by a leading Spanish social scientist, analyses the mutual relationships between politics and the economy. Focusing on the experiences of Southern and Eastern Europe, it examines the complex interdependence between democracies, economic growth, social redistribution, and political culture. Are democratization processes the product of previous experiences of development, or of economic crisis? Can political regimes influence economic development and the distribution of material resources? In a context of economic constraints, to what extent are social democratic governments able to present a distinct identity in their policies? And can democratic governments, once established, increase support for democratic principles? Professor Maravall explores these and other crucial questions utilizing a wealth of evidence from official statistics to public opinion polls. His appendices also provide chronologies of the most influential studies on these topics, offering valuable background information and ideas for further reading.*