Notes on Contributors

**Giovanni Maria Baldini** completed his studies in Italy (Bocconi University) and the United States (Babson). He is a professional in International Management with more than 25 years of international experience as General Manager of a US company specializing in consumer products. Dr. Baldini has lived in Italy, the United States, Hong Kong, and he resides in México. He has managed companies’ foreign offices in different parts of the world, where he negotiated contracts, acquisitions, mergers, and other business dealings. He has participated on the boards of several nonprofit organizations where the ability to negotiate cross-culturally was a must. He works for Tecnológico de Monterrey as the Director of the International Business department for the northern region. He is an expert on international management and supports several companies in their efforts to expand internationally.

**Kleber Luís Celadon** is a visiting lecturer/researcher at the International Business Department at the Instituto Tecnológico de Monterrey, Campus Querétaro, Mexico. His primary research interests are cross-cultural management, innovation management, and knowledge management. He has written a book chapter in the book Open Innovation (Student literature) and several articles in peer-reviewed journals. He has worked as a business consultant, lecturer, and researcher in Brazil, the United Kingdom, Portugal, Sweden, and Mexico.

**Habib Chamoun-Nicolas** has, over the past 25 years, conducted negotiation and business development activities in diverse sectors, including oil and gas, mining and metals industry, petroleum, petrochemical, chemical, industrial, commercial, institutional, and the sales and marketing of services and products. Among the companies he worked for are ELF Aquitaine (Total), ICA Fluor Daniel, and Brown and Root. Dr. Chamoun has trained thousands of business professionals in a Business Development Approach in sales and negotiation and has researched How Mexicans and Other Cultures Negotiate. Dr. Chamoun designed a program to train a group of Beijing International Airport Managers in cross-cultural negotiations at the University.
of Houston in preparation for the 2008 Beijing Olympic Games, and participated as a negotiation judge in May 2011 at a Chinese International Negotiation competition at Beijing University. Dr. Chamoun is a Professor of Negotiations and visiting scholar at the Cameron School of Business, University of St. Thomas, and lectures at the Red McCombs School of Business of the University of Texas.

**Mona Chung** is a visiting professor at the North China University of Technology, Beijing, China, and a lecturer at Deakin University, Melbourne, Australia. Her primary research interests are cross-cultural negotiation, business strategy, and international policies. She has authored and co-authored seven books, as well as over ninety publications in refereed journals, professional journals, book chapters, conference papers, and more. She has held several management and consultancy positions in Australia and China.

**Cheryl Marie Cordeiro** holds a PhD in general linguistics. She is Principal Investigator and Project Manager in the Flexit 2015/18 programme funded by the Bank of Sweden Tercentenary Foundation (Riksbankens Jubileumsfond [RJ]). She worked as a research scientist at the User Experience and Industrial Design Group at ABB AB Corporate Research in Västerås, Sweden. Her research focuses on the applications of functional linguistics in understanding the use and acceptance of emergent technologies in human-technology interactions. She is a faculty member at the Centre for International Business Studies (CIBS), School of Business, Economics and Law at the University of Gothenburg. She has a Master of Science in Information Studies (2001) from the Nanyang Technological University (NTU) of Singapore, and a Master of Arts in the English Language (2000) from the National University of Singapore (NUS). In 1999, she was Singapore’s national representative to the international Miss Universe pageant held in Trinidad and Tobago.


**Noam Ebner** is Professor of Negotiation and Conflict Resolution in the Department of Interdisciplinary Studies, at Creighton University’s Graduate School. Previously, Professor Ebner has held regular visiting positions at many universities around the world, including institutions in Turkey, Costa Rica, and Israel. Formerly chair of Creighton’s Negotiation and Conflict Resolution Program’s online graduate degree, Professor Ebner was among the first educators to promote and develop online teaching in the area of negotiation and dispute resolution. He has taught dozens of courses online, spearheaded curriculum and pedagogical development for an online master’s degree program, consulted to programs and universities with regard to online learn-
ing, coached dozens of negotiation and conflict teachers from all around the world in their transition to online teaching, and taught one of the first Massive Open Online Courses (MOOCs) on negotiation. Professor Ebner has authored many articles and book chapters on his research interests of negotiation pedagogy, trust and its role in dispute resolution, and negotiation and mediation processes conducted online.

Andreas M. Hartmann has been an associate professor at Tecnológico de Monterrey in Monterrey, Mexico, since 2006, where he teaches in the fields of strategic management, cross-cultural management, and intercultural negotiation. His research focuses on multinational companies, knowledge-based firms, and cross-cultural aspects of management. A native German, he is fluent in English, Spanish, and French. Before this position, he worked as a language teacher and as a freelance translator and conference interpreter in Europe and Mexico. Andreas M. Hartmann holds a PhD in International Business and an MBA from the Tecnológico de Monterrey, as well as a double Master’s degree in Translation and Conference Interpreting from the University of Heidelberg.

Randy D. Hazlett is an associate professor at the University of Tulsa. He holds a PhD in chemical engineering from the University of Texas at Austin. Dr. Hazlett worked in the R&D department of Mobil for 15 years, followed by a decade running a research and consulting business, Potential Research Solutions. Dr. Hazlett is a longtime collaborator with Dr. Chamoun on effective communication behavior and enhancement of negotiation skills, authoring numerous scholarly works together.

Olivia Hernández-Pozas is an associate professor in the International Business department at Tecnológico de Monterrey in México. She is certified as an advanced Cultural Intelligence facilitator by the Cultural Intelligence Center. She is a member of the Academy of Management and a founder member of The Society of Intercultural Education, Training and Research (SIETAR) Mexico.

Jessica Jean is a British citizen who has lived and worked in France for over 20 years. She is married to a Frenchman with whom she is raising two bicultural children. Her innate “Britishness” has never left her, and she brings added value to her chapters thanks to the time she has spent outside the UK during her professional life and her experience working in countries to which she is not native. Jessica’s professional career has been focused on business negotiation, particularly within her international procurement roles. She has worked for several major global companies in the IT and healthcare industries and is now a full-time trainer and consultant. She splits her time between training and coaching negotiation professionals in the aerospace industry and her position as an Affiliate Professor in International Business and Procurement at the Toulouse Business School.

Masoud Karami is a lecturer at Queenstown Resort College (QRC) in New Zealand. He holds a PhD in Marketing with a focus on Iranian consumers’ cultural value from the University of Tehran, Iran, and a second PhD in International Entrepreneurship from the University of Otago, New Zealand. Masoud has previ-
ously worked as a lecturer and sales manager in Iran. He has published his research in journals such as *Journal of International Marketing*, *Advances in International Management*, and *Journal of Islamic Marketing*.

**Mohammad Ayub Khan** is a full professor of the International Business Department at Tecnológico de Monterrey, México. He fills the role of Director of the Marketing & International Business Department; Director of the International Business Department, Director of the University Honors Program; National Coordinator of the International Business Academy; and Divisional Coordinator of Internationalization of the Business Faculty, at Tecnológico de Monterrey, México. His research interests are cross-cultural management, international negotiation, and business management education. He has co-authored books titled *The Basics of International Negotiation*, *Diverse Contemporary Issues facing the Business Management Education in Developing Countries*, and *Multinational Enterprises Management Strategies in Developing Countries*.

**Ruby Ma** holds a PhD in the Department of Management and is teaching International Business and Business Ethics at Deakin University, Australia. Her research interests are negotiations and communications, culture and emotions influencing negotiations, *Guanxi* or relationship’s influence on business, and cross-cultural and diversity management.

**Haruka Marufuji** is an adjunct faculty and a DBA candidate at Manchester University, Alliance Business School, UK. Her research focus is in the field of cross-cultural leadership and international negotiation. She has covered most regions in the world while working at multinational conglomerates such as Sony, Viacom, and Philip Morris. With a strong background in international marketing and business development, Haruka has also provided a wide range of cross-cultural business consultancy services focusing on new territory and channel expansion to a variety of businesses. Co-founder of an IT consulting firm, she resides in Dubai, UAE.

**Jane Menzies** is Senior Lecturer of International Business at Deakin University, Australia. Her research interests are the internationalization of Australian businesses to China and innovative small- and medium-sized enterprise (SME) internationalization.

**Muhammad Shujaat Mubarak** is Associate Professor and Dean of Faculty of Business Administration & Social Sciences at Muhammad Ali Jinnah University, Karachi. He holds a PhD in Industrial Organization from the University of Malaya, Malaysia. His areas of research are industrial organization, human capital development, supply chain strategies, and public health policies. He has published his research in reputable journals including *Social Indicators Research*, *International Journal of Social Economics*, *Journal of Emerging Markets Trade and Finance*, *International Journal of Emerging Markets*, and *American Journal of Transplantation*. 
Navaz Naghavi is a lecturer at Taylor’s University, Malaysia, where she has just joined in May 2018. She holds degrees from Isfahan University, Iran (BSc Theoretical Economics), Science & Research Branch, Azad University, Iran (MSc Economics), and University of Malaya (PhD in Financial Economics). Before joining Taylor’s University, she held positions at Asia Pacific University (Lecturer) and University of Malaya (Postdoctoral researcher) where she was affiliated with a research project to promote deceased organ donation in Malaysia. Her passion for learning has engaged her in various research activities and has provided her with diverse research skills. Her areas of research include financial integration, emerging financial markets, financial liberalization, and macroeconomic policies, as well as public health policies.

Eduardo Olier is the President of the European think tank, Choiseul-Spain, specializing in geo-economics. He has been the Vice-President of NEC for the Iberian Peninsula and President of Bearing Point Consulting at Korn Ferry for the Spanish and Portuguese markets. He is a member of the board of several MNCs in Europe and an invited professor at leading universities, worldwide. He is the author of numerous books and articles about technology, international politics, and the economy.

Ekaterina Panarina has over 15 years of experience in the academic environment, involving teaching; running academic and applied research; coaching; administrative work; creating, building, and growing entrepreneurship and marketing programs including curricular, co-curricular, and extra-curricular components. Her diverse skills, qualifications, and personal values (integrity, accountability, leadership, and teamwork) make her a valuable person to business education and a productive scholar working in the areas of management, marketing, innovation, and entrepreneurship. Her research is mainly in the following areas: marketing analysis of company environment: developed strategy for maintaining competitive market position; developed theory and application on increasing business competitiveness nationally and internationally and establishing a center of competence as a development strategy for competitive Russian enterprises. Dr. Panarina has more than 45 published articles in research and collaborates along actively with the peers from different countries on topics of marketing, entrepreneurship and innovation, and global business. Dr. Panarina is a Marketing Professor of Management and Marketing Department, Business School at Perm National Research Polytechnic University (Russia) and Tecnológico de Monterrey (Mexico).

Francisco Valderrey is a professor at Monterrey Tec, León. His research focuses on strategy in marketing in China and negotiation strategy in multicultural environments. He has published several articles on Asia Pacific topics, and, most recently, he started a research group analyzing technology and global business. He has co-authored two textbooks on the fundamentals of marketing. He holds a PhD in Administration and Marketing from the University of Valencia in Spain and a masters degree from Thunderbird, AZ., USA.
Diana Bank Weinberg teaches international business and marketing at the Berlin School of Economics and Law (BSEL) in Berlin. Her primary research interests include business diplomacy and DFI in emerging economies. She has worked for the House Subcommittee on Western Hemispheric Affairs and the Mexican Embassy's North American Free Trade Agreement (NAFTA) Office, concentrating on lobbying activities for the passage of the NAFTA, from 1990 to 1995. From 1996 to 2000, Diana worked in the Israeli office of the marketing communications department at BMC, a US-based software company. She holds an MBA from Columbia University's Graduate School of Business and a PhD from Israel's Bar Ilan University.

Kayhan Yıldırım helps leaders and learning and development professionals enhance performance, achieve sustainable results, and gain competitive advantage. Since 2004, he has been a consultant to many large corporations in Turkey, designing negotiation processes, training sales leaders and teams, and acting as consultant to HR on recruitment of highly effective candidates. His understanding of international business processes has allowed him to help his client companies develop effective sales processes. Over the course of his career, he has facilitated in the training of or has trained over 13,000 people, participating in many projects under the auspices of the UN, the European Union, and Turkey's Ministry of Foreign Affairs and its Turkish–Greek Relations Office.

Ambika Zutshi is an associate professor at Deakin University, Australia, and her research is focused on corporate social responsibility, business ethics, the role of stakeholders in Environmental Management Systems (EMS), and supply chain management.