































Salacuse, J. (2003). *The Global Negotiator*. New York: Palgrave, Macmillan.

Salacuse, J. (2006). *Leading Leaders: how to Manage Smart, Talented, Rich and Powerful People*. NY: AMACOM.

Schreier, M. (2012). *Qualitative content analysis in practice*. London: Sage.

Van Lange, P.A.M., Otten, W., De Bruin, E.M.N., & Joireman, J.A. (1997). Development of Prosocial, Individualistic, and Competitive Orientations: Theory and Preliminary Evidence. *Journal of Personality and Social Psychology*, 73, No. 4, 733-746.