Margarethe Überwimmer Robert Füreder Martina Gaisch Yasel José Costa Salas

# PROCEEDINGS 2018

# Cross-Cultural Business Conference 2018

16th–18th May 2018 School of Management, Steyr Campus

# Intercultural or International Perspectives in

- » Global Business and Export Management
- » Marketing, Sales and Service Management
- » Higher Education Research, Teaching and Learning
- » Innovation and Entrepreneurship
- » Human Resource Management

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### **Proceedings**

# **Cross-Cultural Business Conference 2018**

May 17th-18th

#### Sessions

Intercultural or International Perspectives in Global Business and Export Management
Intercultural or International Perspectives in Marketing, Sales and Service Management
Intercultural or International Perspectives in Higher Education Research, Teaching and
Learning

Intercultural or International Perspectives in Innovation and Entrepreneurship

Intercultural or International Perspectives in Human Resource Management

#### **Editors**

Margarethe Überwimmer

Robert Füreder

Martina Gaisch

Yasel José Costa Salas

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Contact Address:

FH OÖ Forschungs- & Entwicklungs GmbH
Global Business Management / Global Sales and Marketing

Wehrgrabengasse 1-3 4400 Steyr/Austria Tel.: +43 (0)50804-33000

Fax: +43 (0)50804-33099 www.fh-ooe.at/gsm

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Georg Feichtinger Denise Hurch Eino Risto Pennala

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# **PREFACE**

In times of globalization, cross-cultural and economic topics are increasingly becoming the center of attention in a variety of fields. Therefore, it is vital for both researchers and practitioners to continuously enhance and share their knowledge of their particular research areas and to embrace intercultural and economic aspects in their everyday working lives.

The research group Global Business Management at the University of Applied Sciences Upper Austria, Campus Steyr performs research activities for the study programms Global Sales and Marketing, addressing cross-cultural topics. The 7<sup>th</sup> Cross-Cultural Business Conference 2018 is carried out in cooperation with the School of Informatics, Communications and Media in Hagenberg and serves as a platform for research and teaching cooperations. The CCBC 2018 is carried out to deal with intercultural or international perspectives in:

- · Session A: Global Business and Export Management
- Session B: Marketing, Sales and Service Management
- · Session C: Higher Education Research, Teaching and Learning
- Session D: Innovation and Entrepreneurship
- Session E: Human Resource Management

We would like to thank all conference participants who made their valuable contributions and hope the conference will strengthen our partnership and network and to serve as a platform for further research cooperation.

Sincerely,

Cross-Cultural Business Conference Team

Dr. Gerald Reisinger University President

Prof. Mag. Robert Füreder Deputy Head of Studies Global Sales and Marketing Prof. Dipl.-Ing. Dr. Margarethe Überwimmer Dean of the School of Management Head of Studies Global Sales and Marketing

M. Vbiin

Dr. Martina Gaisch Scientific Head Diversity Management School of Informatics, Communications and Media

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