

**Title:** Cross-Cultural Management in Russia: Approaches to Teaching  
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In addition to the political and legal requirements of international business, cultural aspects play an important role. Whereas in some countries certain rules for gaming the system are not customary or may even be prohibited by law, in others they are regarded as being appropriate and are even readily welcomed.

This presentation will include case studies illustrating how cultural differences influence the business activities of foreign companies operating in Russia and what a foreign company or individual should know about these differences in order to operate effectively in the Russian market. The specific issues to be explored include, for example, the official and unofficial hurdles in obtaining business licenses, the expectations for bribes, and the cultural differences in gender roles in the workplace. For each issue, concrete recommendations will be given on how best to convey this knowledge to students, as well as on integrating this information into language classes and/or cross-cultural training.

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