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present a framework for reconciling the dilemmas that arise in the context of mergers, acquisitions and alliances. The authors propose a structured approach to creating harmonized cultures in order to make mergers successful.

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In The Global M & A Tango, Fons Trompenaars and Maarten Nijhoff Asser draw on the world-renowned Trompenaars Hampden Turner cross-cultural database and Culture Compass to show how widely cultures can differ and, by reconciling the dilemmas created by that difference, how rapidly

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