

# NATIONS NEGOTIATING STYLES



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# RUSSIA



1. mediocre for a common goal, and not at the variants of its achievement.
2. businessmen prefer to act cautiously, and do not like to take risks
3. "When Canadians discuss a business proposal, they say this: we will connect our two pieces of pie, thereby increasing it, and then everyone will get more. Our managers think that the size of the pie has known, the main thing is to grab a bigger piece "

# AMERICA



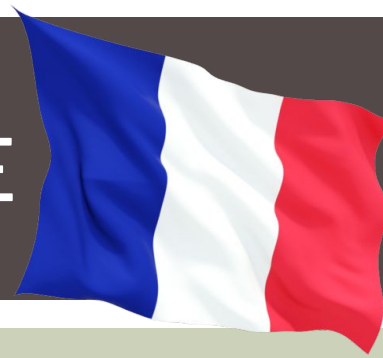
1. they love not too formal atmosphere when negotiating, appreciate jokes and respond well to them
2. they prefer a high rate of discussion, which is why Americans often appear to be extremely aggressive partners, but it is just their style

# ENGLAND



1. British always hold on formally
2. before proceeding to negotiations with them, it is necessary at least in general terms to find out the firm structure of the market of a particular commodity, the approximate level of prices and the trend of their movement
3. show them that for you, peoples values are higher than commercial interests

# FRANCE



1. members of the French delegation pay more attention to preliminary agreements and prefer to discuss in advance certain issues
2. they are quite rigidly negotiating and, as a rule, do not have a reserve position
3. they prefer to use French as the official language of negotiations.

# GERMAN



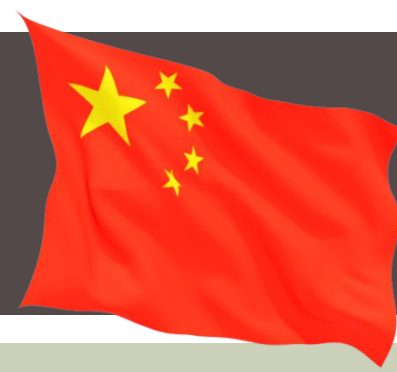
1. characterized by pedantry. In addition, German partners are always very calculating. They enter into negotiations only when they are confident of the possibility of finding a solution
2. tendency to accuracy, punctuality and strict regulation of behavior
3. attach great value to names. Necessary to clarify all the titles of each member of the German delegation.

# JAPAN



1. Japanese delegations never begin negotiations with the discussion of the main issue on the agenda, they prefer to move to it gradually, through the discussion of small details
2. they very sympathetic to any concession made by the other party, and are almost always ready to make concessions on other issues
3. It is important for the Japanese **to preserve their reputation**

# CHINA



1. the Chinese want the negotiations to take place in the spirit of friendship and create for this a corresponding psychological atmosphere
2. the consent to concessions at the very end of the talks.