

# International negotiation



Negotiation is an effort made by one or two people who are in contention to come up with a solution which is mutually accepted. Negotiation has five stages. The first stage is called preparation. This context entails collection of information, planning for strategies to use, and knowing about the other partner (Phatak, Khashlak, Bhagat, 2009). I will get by determining which method to use for my opponent's habits, organizational as well as debate style. I will also get by doing some research about the cultural as well as history of my opponents as well as their country. I will also learn about social aspects which govern business in these countries.

The second step involves building of relationships. I will get a chance to meet with the negotiators in a situation which is safe. This meeting will help me familiarize with the negotiators from both Russia and Saudi Arabia.

Relationship building process differs when it comes to different culture (David, 2006). Arabic countries operate businesses as individual entities. They only do it with their friends. I will arrange for this by investing more time to make this intimate relationship with Saudi Arabia. Russia is a communistic country. It is opposed to individual negotiations but rather place ones. Saudi Arabia has a culture of never compromising. They consider compromising as weakness sign (Chaney & Martins, 2011). The same philosophy is also available in many Middle East countries. The culture of Russia on the other hand is of high context. Russia is known not to condemn verbally. Doing research prior to engaging into consultation will help me prepare for this.

The final negotiation stage is where the two sides negotiating reach an agreement (David, 2006). The body then builds a consensus. Unlike US which

discusses a influence on its own time, Russia on the other hand prefers an agreement that favors future negotiation. Conflicts arising can be resolved through compromising, avoidance, accommodating as well as competing (FC, 2011). Two approaches can be used when it comes to decision making. They are rigid and lively manner. During the negation, I will use descriptive way it uses different steps in coming up with the decision. This application has different elements including number of needed data, authorization person required by managers, command sequence to attend as well as time needed to make the decision (Phatak et al, 2009). Both deductive as well as inductive reasoning are critical. They are used by managers during the decision making. It is however important to use deductive reasoning as it has the ability to reduce uncertainty as well as uncertain.

The third stage is where there is debate. This point is where every individual is listened to as he/she airs the views. The positions of parties involved are heard. This is the beginning of negotiation process as far as US is concerned. On the other hand, Saudi Arabia views this as the stage of construction relationship. Stage four is called inducement and encouragement. In this stage, each member from each transaction team tries as much as possible to change the position held by the other side. As I had earlier on researched on my opponent, this section will not cause problems to me. This situation is where culture plays a great position as different cultures have different motives, methods, tactics, as well as ideologies when it comes to completion.

Issues to do with culture must be taken into consideration during consultation withh Russians as well as Saudi Arabians. They include

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nationwide the country of the negotiator, national character, values as well as beliefs, interpreters as well as translator use, environment, gender among other factors. It will be good to avoid confrontation when negotiating with a Saudi Arabian. In addition, it is important to value the face as well third party application. The third party plays the role of influence. The use of creative alternative is also important. This aids in ensuring that all participants are accommodated (Phatak et al, 2009).

Negotiation with Russian on the other hand is animated. Age is taken into consideration as well as protocol and rank. There is similarity between Russian and American when it comes to time as well as tendency to make the negotiation formal. Russia is directly opposite to Saudi Arabia when it comes to building personal relationships as appear less concerned. Several factors can lead to conflicts. They include economic, political, legal as well as ideological factors. By considering political factor for example, foreign policies have a great influence to business negotiation. Legal issues such as importation law must be taken into consideration during negotiation. It is also important to consider currency exchange rate when it comes to economic consideration. Apart from this, inflation as well as market values should be examined. When it comes to ideology, it is important to consider various factors such as free enterprise concept, human right protections among others. These factors can bring problems during negotiation (Phatak et al, 2009).

Various methods can be used in conflict management. Among them include compromising, collaborating, accommodating as well as avoiding and finally competing.