

Respond to classmates responses on business negotiations in japan

[Business](#)



Response to mates' responses on business negotiations in japan Hello Jennifer, Your response is great and pinpoints the sheer fact that Japanese consider the Americans as people who hurry in their business deals and negotiations, which apparently makes their meetings counterproductive. Over the past few weeks, we have studied comprehensively how the Japanese value effective and ample preparation prior to the meeting day. However, you suggested that you would send several emails to inform the participants about the meeting's agenda and provide any other relevant information. It is righteously an effective way of interconnecting, but will such an undertaking not skyrocket the costs of preparing and holding the meeting?

Regards.

Hi Joseph,

You so well outline that the Japanese are a high power distance society where pessimism seems to have no room amidst the harmony that they so much value. Japanese mixing business with social or rather personal life can greatly overwhelm foreigners who might find it to be disgusting merely due little acquaintance with the Japanese's way of life. To avert complications common in cross-cultural negotiations, Americans must comprehend Japanese non-verbal cues, as this will also ease the negotiation process. However, rather than relying on translators, it is most appropriate that one masters fundamental aspects of the Japanese language prior to attending a meeting in Japan.

Regards.

Hello Heather,

Your response portrays a good amount of research. Your introduction of deductive and inductive reasoning propels the discussion and instigates further exploration of the world of communication and psychology. The Japanese build trusts and harmonious relationships in every activity that they participate in. While asking questions about a culture is effective in understanding other people's culture, it is important to appropriately contemplate the questions that can be asked to avoid offending the Japanese whose are proud of and gratified with their unique culture. Researching about Japanese culture prior to the meeting is also quite vivacious but the research should focus on points or sections that can be necessary during the business negotiation. Japanese customers want to feel treasured under every circumstance.

Regards.

Response to Sarwat Joarder's response to Lisa

Hello sawart,

As you rightly point out, saving face and showing respect to hierarchy are important in international trading especially in Japan. Multi-cultural diversity requires that business personnel are familiar with their partners' culture. Embarking on a programme of language training will not be a waste of resources since the output will eventually overshadow the input. The company will appear to speak the clients' language or have a better indulgent of the customers' cultural background that will eventually pay dividends within the company's international business development plan. Investing resources in mastering other people's culture will help the organization to strike better deals and avert provoking clients. The

uncertainty over particular results should not discourage managers from investing their time and money in training personnel to be conversant with other people's language and/or culture. New online technologies where executives collaborate their own teaching can effectively be used in conducting the training at a comparatively low cost.

Response to Charles' response to Lisa

Hi Charles,

Impressive! It is true that respectful salutation is a great way of creating harmony with Japanese. However, greetings alone might not guarantee an efficacious negotiation. Cultural anthropology indicates that Japanese value other aspects such as table manners that are mostly ignored by American counterparts during meetings. Gaining the shinyo (trust, honor, and mutual confidence) will subjugate the prime challenges of negotiating and building cross-cultural partnerships.

Honors.

Response to Charles Paul's response to Sarwat

Hello Charles,

Your analysis is tremendous and superbly elucidated. Doing homework about Japan will acquaint you with significant information about Japanese culture that will prove worthwhile during the negotiation and averse offending the Japanese. Anecdotes, etiquette, and other important cultural aspects might be learnt by studying a country prior to visiting it. However, you are not guaranteed of the sources of information or rather the validity of the sources that you intend to use in undertaking the research. How can you overcome this challenge without necessarily compromising the philosophy of

executives and the trading partners?

Regards.

Work cited

Phatak, Arvind V., Rabi S. Bhagat, and Roger J. Kashlak. International Management: Managing in a Diverse and Dynamic Global Environment. Boston, MA: McGraw-Hill Irwin, 2009. Web. Accessed through course E-Textbook compiled by Professor Ridley (2014).