

Business negotiations in japan

Business



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Business Negotiations in Japan The global economy has become more ingrained and the significance of internationalization is becoming indisputable. Whether buying or selling, the number of contacts with foreign agents has escalated and the end-result is often cross-cultural discussions. While attending a business negotiation in japan, a candid comprehension of the strict cultural nuances and protocol held by the Japanese is of utter importance in the success of the negotiation.

An important aspect in business negotiations is effective communication. Importantly, 99% of Japanese use standard Japanese in their communications while the remaining 1% uses dialects. When negotiating, it is important to recognize that Japanese do not understand English hence using it will hamper the success of the negotiations. The closely uphold augmentation where logic, dogma, and emotions are combined. They talk around a subject to obtain a holistic view rather than going the straightforward American style. Additionally, Japanese perceive the 'face' to be a mark of personal dignity and portrays one's status among peers. As such, they will always expect that a foreigner always strive to uphold their face and not to turn down someone's request because they believe that turning down requests leads to humiliation. They do not openly criticize and requires that one uses terms such as its under consideration or its inconvenient if they do not agree to a request. Moreover, harmony is perceived as a key value in japan; both in business and family settings unlike other cultures such as American. Tone of voice, posture, and facial expression are used to express feelings and what they hold on certain ideas. For instance, when someone frowns during a conversation, it implies disagreement.

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While negotiating in japan, it is important to note that greetings are ritualized and highly formal unlike in America. During negotiations, the Japanese requires that a speaker waits to be introduced rather than introducing themselves which is common in many cultures. Observing all the aforementioned differences will ensure the effectiveness of the negotiation.

Works Cited

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