

# Cross culture business negotiation essay

[Business](#), [Management](#)



## **Business: Cross culture Business Negotiation**

- In what ways have you changed in your perceptions of negotiation and in your approaches to negotiation and conflict resolution? In what ways have you stayed the same? Please give examples to support your comments.

The typical approaches to conflict resolution are compromising which has been labeled as number 9, accommodating and forcing collaborating and avoiding labeled as number 7. Compromising means to give in to each other according to the study chart. However, the numbers on the charts changed after the issues remained unresolved through the stated strategies.

Accommodation therefore changed to take the number 10; the level and technique of compromising and forcing the number 9 while collaborating becomes to number 8 and avoiding is 7. These are the steps that can help when I am confronted with problems and conflicts though they are not perfect fully.

Another issue that made me change my perception on conflict resolution was the case of Josh who ever used to wear shoes in the house though it was against the Korean culture. I therefore decided that communication would not be a better avenue of conflict resolution since someone would feel offended by sentiments thus decreasing the relationship between you. I decided not to judge other people using my culture since everyone had their own cultures which they adhered to and not all that I perceived as being wrong were wrong in all cultures.

- Identify at least two goals you would like to achieve in the future to become better at negotiating and resolving conflicts?

Since in all conflicts no party is always right, the different perceptions collide

to create disagreements. I would apply professionalism in dealing with conflicts; I would engage clear and open communication which in turn forms the cornerstone of conflict resolution. My goal in a conflict resolution process would be to agree on the problem and the various guiding principles in giving a solution that has an experience of success.

Another goal would be achieving a solution by generating multiple alternatives. This will avoid the extremes of the worst fears in conflict resolution. Through achieving multiple alternatives, any individual involved in the disagreement would not feel offended.

I would wish to engage in a conflict resolution process that takes into consideration the different individual interests and achieving an agreement that best fits the conflict at the end of the resolution process.