

Global negotiation strategies

Business



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GLOBAL NEGOTIATION STRATEGIES IN INDONESIA Global Negotiation

Strategies in Indonesia The ability to negotiate in an amicable manner is a trait that should be embraced by each individual and not only a businessperson, as has been the case. In the Republic of Indonesia for example, the practice of negotiation is founded on the parantara negotiation skills. The parantara negotiation skill is much celebrated because it takes the interested parties from the pre-negotiation phases all the way through the end of the negotiation process. During the early negotiation stages, the parantara skill applies the right mechanisms to introduce the interested parties, and ensures that they remain interested to the course until they finalize the partnership (Hill, 2007). The parantara skill that often receives credit for driving business the Indonesian way stands out in the sense that it ensures neutrality between the interested parties throughout the negotiation process. Similarly, many Indonesians embrace the skill because it has other mechanisms of raising conflicting issues, thereby ascertaining that harmony prevails throughout the negotiation process.

The event that the parantara skill of negotiation ascertains that there is no conflict throughout the negotiation process implies that it is effective. Its effectivity is similarly measured by the fact that it keeps the perceptions of the negotiating parties neutral throughout the process, hence resulting in a long-term association.

To make sense out of negotiation as a whole, I looked into the reports of two of my classmates; one handled Saudi Arabia while the other dwelt on Belgium. I found the Saudi Arabian question interesting in that the parties are at liberty to be late for their discussions. On the other hand, it is uncalled for that negotiation in Saudi Arabia leave out mothers and women because <https://assignbuster.com/global-negotiation-strategies/>

they belong to the female gender (Cavusgil et. al, 2002). Similarly, it is interesting to note that pointing of fingers is unacceptable while carrying out negotiations in Saudi Arabia. The Belgians on the other hand embrace Flemish and Wallon strategies of negotiations. Negotiations in Belgium often take an exploratory manner; thereby looking at all the available options before settling on one. It is of great significance to recognize the fact that the Belgian negotiation culture is flexible, hence making them ready to compromise their stance in order to find a solution to any problems that arise.

References

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