



## How to negotiate with Chinese managers

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By Claudia Dreizler

Grin Verlag Mai 2008, 2008. Taschenbuch. Book Condition: Neu. 210x148x2 mm. This item is printed on demand - Print on Demand Titel. - Seminar paper from the year 2002 in the subject Business economics - Business Management, Corporate Governance, printed single-sided, grade: 2,0 (B), Furtwangen University (Institute for Economics), course: Managing Cultural Differences, 9 entries in the bibliography, language: English, abstract: Good negotiation skills are very important when doing business with people from other cultures. People from different cultures have different expectations about negotiation outcomes and therefore use different negotiation styles. If you compare negotiation styles in Germany and China you will discover many differences. Most of these differences are due to the very different cultures of Germany on the one side and China on the other side. This paper analyzes possible steps in a negotiation between Germans and Chinese. It also gives some guidelines on how to avoid possible conflicts during such negotiations. 28 pp. Englisch.



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