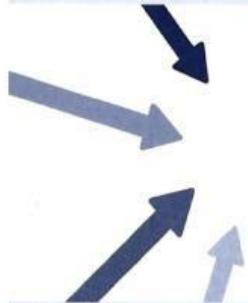


10

International negotiations

You don't get what you want. You get what you negotiate.



Aims

- How to introduce yourself and your company
- How to recognize the five stages of a negotiation
- How to recognize which stage you are at
- How negotiation expectations differ across cultures
- How to write a letter of introduction

A

Presenting your organization at the beginning of a negotiation

Quiz

When you start a negotiation with people you have not negotiated with before, what do you do like to do?

Read the statements and choose Yes or No, first for what is important locally and then for what is important internationally.

	Important locally	Important internationally
1 Before the negotiation I like to spend a lot of time preparing my position.	Yes / No	Yes / No
2 Before the negotiation I spend my time examining my position and also the other company's position.	Yes / No	Yes / No
3 At the start of the negotiation I like to give a bit of background to our company.	Yes / No	Yes / No
4 At the start of the negotiation I like to find out a bit about the background of the company we are negotiating with.	Yes / No	Yes / No
5 I like to get straight down to the business of negotiating.	Yes / No	Yes / No