

Business Listening

Unit 17: Cross-cultural negotiation

HOMEWORK

In this recording, Huilian, from Shanghai in China, describes her experiences of different negotiating styles.

Track 46. Listen and fill each the blank with ONE word.

- As far as I ... um ... working as (1) _____ consultant in ... uh ... I mean, a big company, we have a lot of (2) _____ to negotiate with different companies ... uh ... such as in the UK or in ... uh ... in America.
- I think the negotiating (3) _____ is a little different. For example, if we negotiate with a (4) _____ company, they emphasise every (5) _____ and every (6) _____.
- Sometimes they need to (7) _____ things at their headquarter or legal consult.
- In some Chinese companies, we will be (8) _____ very fast.
- Sometimes maybe some companies don't (9) _____ on the legal too much, and they prefer to (10) _____ the project as soon as possible.