

Comparison of Kuwaiti and American Negotiation Style

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Abstracts

In this report we considered the negotiation style of America and Kuwait in detail. Now in this part both styles will be compared on the basis of respective strengths and weakness. Cont... (2500 words of this report)

Contents

3.1 OUTLINE YOUR FINDINGS OF THE TWO NEGOTIATION STYLES IN A COMPARISON TABULATED FORMAT. HERE, YOU ALSO NEED TO COMPARE STRENGTHS AND WEAKNESSES OF BOTH STYLES

Analysis of Findings
Negotiation Frame
Time
Decision Making
Respect people on basis of Age
Trust
Style of Resolving Conflict
Communication
Professionalism
Flexibility
Preparation
Hospitability
Result Orientation
Problem Solving
Friendship and Association

3.2 BASED ON THE OUTCOME OF ITEM 3.1, YOU NEED TO CONCLUDE AND RECOMMEND A BEST PRACTICE STYLE.

Best practice Style Analysis
Time
Professionalism
Preparation of Negotiation
Managing Conflict
Trust Building
Communication Style
Say in Decision making
Kuwaiti Context
Conclusion

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