

# 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  
Hospitality  
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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