

Negation styles of China and Kuwait in context of Dual Concern Model

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Date: January 2017

Pages: 15

Price: US\$ 80.00 (Single User License)

ID: NC8ABF5B497EN

Abstracts

The choice of negation style is analyzed in the Chinese context and the findings are analyzed in terms of “dual Concern matrix”. Then the Kuwaiti style of negation is elaborated in detail and analyzed in the same manner. In this report the negation styles of two nations China and Kuwait are analyzed and their strengths and weaknesses are examined in context of “dual Concern model”. That reveals that both nations have their respective strengths and weakness. But the Chinese style is comparatively better, on the basis of the above table it is seen that both styles have flaws in terms of delayed decision making and constraint of time and sometimes the issue of the . They both have strengths of being friendly and trust worthy negotiations. But both have some distinct weaknesses too like Chinese style is not as hospitable as Kuwaiti style and the respect for the seniors or religion is not offered. But in case of Kuwaiti style the power dominance, competing styles, the lack of perpetration and focusing on the own interests makes it a weaker style that should be made better in order to perform better negotiations by comparing and analyzing both styles the best practice style is suggested and explained that how the Kuwaiti organizations can adapt it by keeping their religious and cultural values intact for the betterment of the negation process. The Islamic values are highly worthy and people need to pay attention to them. Nothing should be said gains the cultural values of Islam as it will make the people offensive there. At the end of the report the conclusion and recommendations are provided. Cont... (3750 words of this report)

Contents

Executive Summary

Deliverable 1: Analysis and Choice of Negotiation Style

1.1 Summarize in a report format the main findings of the chosen business negotiation style (Chinese/German/American/Japanese/Brazilian/Indian). You may support your findings with outside readings and research effort.

Chinese Negotiation Style

1.2 Analyze the chosen business negotiation style (Chinese/German/American/Japanese/Brazilian/Indian) in accordance to figure 1.3 on page 24 of your textbook. Here, you need to highlight strengths and weaknesses

Deliverable 2: Kuwaiti Negotiation Style and analyze a Kuwaiti business negotiation style in accordance to figure 1.3 on page 24 of your textbook. Here, you also need to highlight strengths and weaknesses of the style.

Negotiation Style in Kuwait

Religion as a frame

The decision making process

Time

Language

Price

Trust and Friendship

Respect

Family

Changes

Power

Analysis of Strength and Weakness in “Dual Concern Model”

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

3.2 Based on the outcome of item 3.1, you need to conclude and recommend a best practice style

Best practice Style

Kuwaiti Context

Conclusion:

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