

Gaining intercultural competence of Japanese and German managers in negotiations



Seminar paper from the year 2004 in the subject Communications - Intercultural Communication, grade: 2,3 (B), Hamburg University of Applied Sciences, course: Intercultural Communication, 13 entries in the bibliography, language: English, abstract: In the present globalization gets more and more important not only in business life but as well as in the private life. Companies in different countries want to expand on foreign markets and aim to sell their products and services also in other nations. International joint venture connections, international projects and international decision makings lead to a more global world. Therefore there is a need for communication on an international level. Negotiations between foreign managers of different countries are essential to achieve the desired success. But managers of foreign cultures have to be intercultural competent. Intercultural competence is not natural but something that can be learned. Hence managers often have a lack of intercultural competence which can lead to failures of negotiations. Therefore it is obvious that intercultural competence is necessary for an understanding of the foreign culture, attitudes and behaviors of the managers opposite to run well negotiations. For that reason intercultural management trainings have been developed to avoid failures which derive from cultural differences of negotiating managers. This term paper will focus on negotiations of Japanese and German managers where intercultural competence is highly required. First in this term paper intercultural competence, its components and its requirements will be explained. Afterwards it will go into details of intercultural management trainings. In addition meanings, aims and methods of intercultural management trainings will be analyzed. Not always do intercultural management trainings as a way of gaining intercultural competence meet with

anybody's approval. For that reason assessment and problems may arise. These are pointed out as well as possible solutions to prevent these problems. Afterwards this term paper will discuss how effective such trainings are to gain intercultural competence which will lead to the particular aspect of negotiations between Japanese and German managers. Because of the great differences especially in management styles, in decision making and in communication styles, communication problems between Japanese and German managers may develop. These points will be analyzed and reasons for failures of negotiations will be given.

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The Strategic Importance of Intercultural Competency for Project A guide to navigating cultural difference in business. What You Should Know About Negotiating With Japanese The exchange of visiting cards is a familiar ceremony in Japan, although the information gained from these will the field of his or her competence, using the best linguist as the interpreter. **Foreign Multinationals in India: Adapting to Indias Work Culture and** with cross-cultural negotiation skills that can maintain global competitiveness. A managers ability to demonstrate intelligence, competence, and . negotiation gain substantial prominence in the international business management. branches in Canada, France, Germany, Great Britain, and Japan. **Cultural Intelligence: The Essential Intelligence for the 21st Century** gaining intercultural competences, a step that can never be .. mental, stress management, metacommunication. (the ability to . mere negotiation, where mainly political, economic and geo-political .. clearly display the art of being Japanese. As related to Jews and Germans, Israelis and Palestinians. Budapest: **Cross-Cultural Communication Styles: High and Low Context** competence, inability to communicate effectively at a global level, and failure Intercultural Communication Etiquette Business Negotiation Multicultural As a result, addressing the full complexity of intercultural communication has gained substantial in four countries (China, England, Germany, and Japan) that conduct **Achieving Mutual Understanding for Effective Intercultural** 4.2.4 Negotiation Practices. 4.2.5 Human the complex socio-cultural aspects of Indian work culture and management practices and improving . that MNCS from the US, Germany and Japan have gravitated to technology-intensive .. English. They were considered to be as competent as the expatriates of any of the five. **Managing Intercultural Conflict Effectively - Google Books Result** Read a free sample or buy Gaining Intercultural Competence of Japanese and German Managers in Negotiations by Suzanne Rehbein. **Intercultural competence development in higher education study** Japanese and German managers in negotiations . effective such trainings are to gain intercultural competence which will lead to the.

Language and/with Management (French, German, Italian 2.1 Diagnosing Applied Intercultural Competence (Eva-Ulrike Kinast) 147. 2.2 Intercultural Trainings Central Areas of Management from an Intercultural Perspective . . 243 2.2 Intercultural Negotiation (Stefan Kammhuber) Czech Republic, the U. S., China, Japan, Korea and Indonesia, German be-. 22. **Languages and Intercultural Communication with Marketing** The role of Culture in management and organizational structures need to interact to create a need for professional intercultural competence. In contrast, India, Japan or China have much more formal and hierarchical . the deal done, while Germans tend to want orderly negotiations, being up front and sometimes blunt. **Best practice in global negotiation strategies for leaders and** Develop a high level of linguistic competence in your chosen language and combine with an understanding of the cultural context of France, Germany, Italy, Japan and Hone the linguistic and intellectual skills needed for efficient negotiation in . 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Expatriate subjects (Japanese, German, Hungarian, and American) **Cross-Cultural Etiquette and Communication in Global Business** Gaining intercultural competence of Japanese and German managers in Negotiations between foreign managers of different countries are essential to **Gaining intercultural competence of Japanese and German** ticipants gain intercultural living and learning experience. However (Germany) as a good practice example. The strengths of Keywords: Intercultural competence, higher education, study .. tween the universities, no individual negotiations are needed. .. on American managers in a Japanese-American joint venture.