

Lesson 03: International Negotiations

Warm-up Questions:

How often do you negotiate at work? What formal and informal negotiations do you have at work?

What information do you think is important to know before entering a cross-cultural negotiation?

Do you know any other differences in negotiation style between your country and a foreign country?

Vocabulary/Expressions:

Jot down

BATNA

Have the upper hand

Nitty-gritty

LAA

Playing someone

Explore all avenues

Leverage

Under the table

Expressions for negotiation:

I understand that...

Can we agree on...

If you do A, we will/can do B.

I'd be interested to hear about...

Unfortunately, we are unable to..

It's against our company policy to...

Activity: For some companies and cultures, doing business is about establishing trust and relationships first. An important client will be visiting your country.(Arrive on Thursday morning/ Depart on Sunday morning) Brainstorm and plan activities to build a relationship with the client.

Ex: pick up from airport, treat them to a nice meal, plan a golf game, etc.

Thursday	
Friday	
Saturday	
Sunday	