

ESSAY ON INTERCULTURAL BUSINESS NEGOTIATION - STRUCTURE

COVER PAGE

1. INTRODUCTION

- You may introduce either intercultural business negotiation, intercultural communication and write a paragraph on it ending with the thesis statement (providing direction to the reader).

2. HOFSTEDE'S CULTURAL DIMENSIONS

A. PROVIDE SOME THEORETICAL INFORMATION ON HOFSTEDE

B. POWER DISTANCE:

- WHAT DOES IT MEAN,
- HIGHLIGHT THE DIFFERENCE BETWEEN AUSTRALIA AND THE COUNTRY YOU HAVE SELECTED,
- PROVIDE AT LEAST 2 RECOMMENDATIONS WITH EXAMPLES ON WHAT MR JACOB SMITH SHOULD DO TO RESOLVE THE DIFFERENCES IF ANY RELATED TO THIS DIMENSION

C. INDIVIDUALISM AND COLLECTIVISM:

- WHAT DOES IT MEAN,
- HIGHLIGHT THE DIFFERENCE BETWEEN AUSTRALIA AND THE COUNTRY YOU HAVE SELECTED,
- PROVIDE AT LEAST 2 RECOMMENDATIONS WITH EXAMPLES ON WHAT MR JACOB SMITH SHOULD DO TO RESOLVE THE DIFFERENCES IF ANY RELATED TO THIS DIMENSION

D UNCERTAINTY AVOIDANCE:

- WHAT DOES IT MEAN,
- HIGHLIGHT THE DIFFERENCE BETWEEN AUSTRALIA AND THE COUNTRY YOU HAVE SELECTED,
- PROVIDE AT LEAST 2 RECOMMENDATIONS WITH EXAMPLES ON WHAT MR JACOB SMITH SHOULD DO TO RESOLVE THE DIFFERENCES IF ANY RELATED TO THIS DIMENSION

E. SHORT TERM VS LONG TERM:

- WHAT DOES IT MEAN,
- HIGHLIGHT THE DIFFERENCE BETWEEN AUSTRALIA AND THE COUNTRY YOU HAVE SELECTED,
- PROVIDE AT LEAST 2 RECOMMENDATIONS WITH EXAMPLES ON WHAT MR JACOB SMITH SHOULD DO TO RESOLVE THE DIFFERENCES IF ANY RELATED TO THIS DIMENSION

F MASCULINITY vs FEMINITY:

- WHAT DOES IT MEAN,
- HIGHLIGHT THE DIFFERENCE BETWEEN AUSTRALIA AND THE COUNTRY YOU HAVE SELECTED,

- PROVIDE AT LEAST 2 RECOMMENDATIONS WITH EXAMPLES ON WHAT MR JACOB SMITH SHOULD DO TO RESOLVE THE DIFFERENCES IF ANY RELATED TO THIS DIMENSION

3. DISCUSS THE FOLLOWING:

- BUSINESS DRESS

- GREETINGS

- BUSINESS CARD EXCHANGE

- GIFT GIVING

- FOOD PREFERENCES

4. CONCLUSION

5. REFERENCES