

# *Cross Cultural Business Negotiations: Techniques for Being Successful*

Speaker:

**Mikhail Kotykhov**

Date and time:

Thursday,

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Practical experience of doing business in various countries shows that in many cases cross-cultural theories do not explain the way people actually react -- especially under the pressure of negotiations. When a businessperson is preparing for cross-cultural negotiations, it is important to obtain a first-hand experience of dealing with a particular culture. This lecture will discuss the gap between the theory of cross-cultural communication and the practical experience of doing business in overseas countries. Various examples and short case studies will be employed to give a more detailed explanation of the differences. Various techniques to obtain information on national cultures and prepare for cross-cultural negotiations will be discussed.

Originally from Russia, Mikhail Kotykhov received his business training in New Zealand and holds a Master's degree in business from Auckland University of Technology. He has taught business-oriented courses in Japan and New Zealand for the last seven years.

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