



Chinese Negotiating Style: Commercial Approaches and Cultural Principles

Lucian Pye

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How precisely do the Chinese negotiate contracts and other agreements? Do they follow conventions similar to those of European negotiators? To the Japanese? Is there a pattern or style to their negotiations? These are the types of issues examined and resolved in Pye's guide. The volume is based on extensive interviews with Americans and Japanese who have had considerable first-hand experience negotiating with the Chinese, and an effort has been made to highlight the areas in which there has been the greatest amount of confusion and misunderstanding for American business people.

Pye examines each step in the traditionally long negotiating process, from the first contacts to the responses after agreements have been reached. With an emphasis on cultural considerations and troubleshooting techniques, Pye gives solid, practical advice for business firms and individual negotiators. While the emphasis is on practical business negotiations, anyone concerned with Chinese culture will find much to ponder in this book.

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