

NEGOTIATING WITH DIFFERENT CULTURES AND VALUES

USE AN ADVISOR FROM YOUR COUNTERPART 'S CULTURE

LISTEN CAREFULLY

REFRAME QUESTIONS

REPEAT WHAT YOU HEARD

IF NOT ENGLISH LANGUAGE, BUT TRANSLATION:

**HIRE YOUR OWN TRANSLATOR, CAREFULLY - BRIEF HIM/HER ABOUT THE SUBJECT
KEEP HIM/HER UNDER CONTROL - SPEAK PAUSING FREQUENTLY**

BE CAREFUL WITH ETHICAL JUDGEMENTS