

# **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**