
Negotiating Game How To Get What You Want

cultural notes on chinese negotiating behavior - cultural notes on chinese business negotiation 2 second, china's contemporary guo qing has greatly affected the way business is conducted between chinese and foreign firms. **overcoming the waiting game for final payment** - complete outstanding items. a subcontractor, however, wants any amount withheld to be rationally related to the value of outstanding items. this **goal / target condition plan a3:**