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Each case study explains the cultural as well as political, institutional, and personal factors and assesses their influence. A concluding chapter draws out common threads from the four studies, suggests how U.S. negotiators can maximize negotiating efficacy, and points the way toward a new and clearer understanding of Japanese bargaining behavior.

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business negotiation. However, the initial understanding of the Japanese cross cultural business negotiations may be a good start. BUSINESS PRACTICE AND CUSTOMS In this section, three areas are discussed: (a) business suits, (b) business card exchange, and (c) gift exchange (temiyage). Many Japanese businessmen tend to wear dark suits of navy blue, dark gray or brown.

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