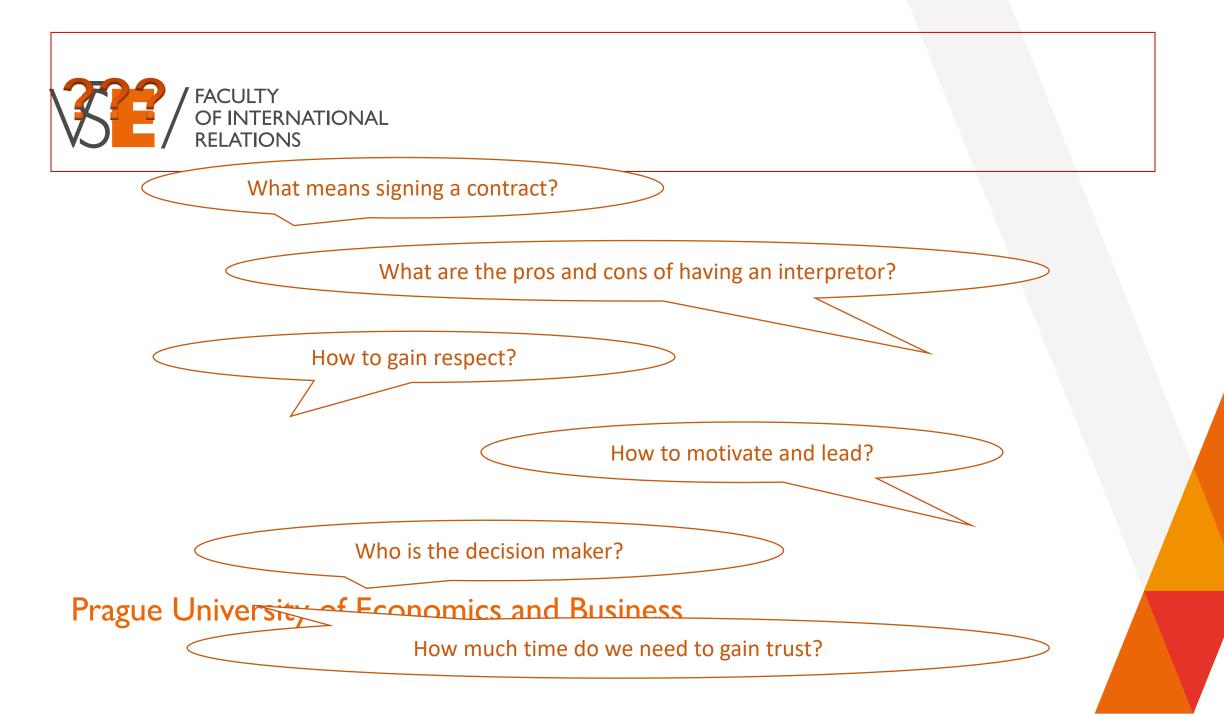


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Cultural Specifics – CzechRepublic, China, Colombia International Business Negotiation and Protocol

3.3.2022, On-line, Escuela Nacional del Deporte, Colombia





Practical Outcomes

- Contracts
- Timing how much time do you need to create a relationship, win trust, close a deal?
- The role of a superior influence, last word Prague University of Economics and Business
- Evaluation, motivation –values and traditions



• Company representation – individuals, teams

- Social status
- Interpretor
- Decision process



Specifics of Business Negotiation Behavior

- Creating a contact
- Business negotiation
- Formal x Informal contact
- Language barrier
- The speed of negotiation
- Ice breakres,,,,



Other cultural specifics

- Eating habits sandwich vs. long-lunch
- Drinking habits wine, beer or non-alcoholic drink for business lunch



Who Am I and Who Are You?



Does it matter?

YES !!!





Have you come prepared?

Location:

Capital city:

Population:

Official language:

Government:

Religion:



How to succeed?



Communication and Feedback





Cultural Stereotyping

Prejudices x Stereotypes



Cultural Shock



China



Colombia



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Thank You for Your attention