**Negotiation**

According to the paper “Communicating, Negotiating, and Resolving Conflicts Across Cultures” there are four phases in negotiation processes:

* Building a relationship
* Exchanging information
* Trying to persuade each other
* Making Concessions and reaching agreement
1. Read a mini case in the given paper (Page 100) “When is it time do Business?” and who, in your opinion, is at fault here?

2. How would Bill Miller amend his negotiation style if he had known about different phases of negotiation?

3. How would a culturally intelligent Mexican behave if s/he was in the position of Juan Alvarez?

**Add APA format references at the end of assignment**