

American And Japanese Business Discourse A Comparison Of Interactional Styles

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Yamada concludes that Americans usually speak direct to the point and speaks the most in an interaction when he/she initiate the conversation, while Japanese try to familiarize themselves before getting into business. Other notable Japanese conversation strategies include bringing in examples, silent shifts in conversational topics and frequent backchannels.

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Description : In a lucid and insightful discussion, Yamada outlines the basic differences between Japanese and American English and analyzes a number of real-life business and social interactions in which these differences led to miscommunication. By understanding how and why each culture speaks in the way that it does, Yamada argues, we can learn to avoid frustrating and damaging failures of communication.

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American and Japanese negotiators like to use a collaborative style. It is also true that the Japanese interpret American assertiveness as aggres-siveness, since an American's standard of assertiveness is stronger than what the Japanese consider reasonable. **JAPANESE NEGOTIATION STYLE** The Japanese decision-making process is more group oriented; each

Business Negotiations between the Americans and the Japanese
In American business, meetings are restricted to the people who have authority on the topic. The only people present in the room and active in the discussion are those who are directly responsible for the project. In Japan, on the other hand, they'll bring every member of the team: even the junior person.

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Japanese workers value working at high levels of capacity and assisting other workers to a greater extent than do American workers, and that this difference is increasing over time. High level of work effort and commitment, organizational involvement and cooperation, acceptance, and trust in management policies and practices - all are the norm of Japanese workers; they are not for American ...

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American and Japanese business discourse : a comparison of ...
dealing with business associates in the same industry, we "speak the same language" despite cultural differences. This can be a dangerous assumption. In fact, the more experience a non-Japanese has in doing business with Japanese, the more aware he/she becomes of the difficulty of communication as an obstacle. As

Communicating with Japanese in Business
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Discourse Analysis of Japanese "Black Companies"
The contrastive study of Japanese and English discourse structures may be divided into two major areas of inquiry. The first of these areas concerns grammatical studies which examine cohesive ties, word order constraints, and sociolinguistic variations (Hinds 1982b, Kuno 1978, Makino 1978a).

English and Japanese: A Contrastive Study (1978-1982 ...
* The official name of Japan is Nihon or Nippon, which means the State of Japan. * Japan does not have an official language, but the national language is Japanese. * The capital and largest city is Tokyo. * The population is estimated at 126 million. Business Mentality - Connections are very helpful in Japan but choose your contacts carefully.

Business Culture and Etiquette in Japan | Today Translations
Drawing on social constructionist theory and critical discourse analysis in media studies, this article examines the portrayal of female entrepreneurs in the Japanese business press over a 25-year period from 1990 to 2014. We find that, despite the increased variety in the representations of female entrepreneurs, traditionally gendered discourses prevail in positioning women as inferior in the ...