Part 03: Professionalism Issues

Globalism
Short Case History 01

You are in an early career business opportunity that involves a trip abroad to meet with your counterpart.

Pick country X: Sec X:

The evening before your first business meeting, you and your counterpart go out to dinner. What do you talk about at dinner?

Find a 1\textsuperscript{st} interaction point:
USA person:
Best guess at X person reply:

Find a 2\textsuperscript{nd} interaction point:
USA person:
Best guess at X person reply:
Short Case History 01

You are in an early career business opportunity that involves a trip abroad to meet with your counterpart.

Pick country: Sec 001: Germany

The evening before your first business meeting, you and your counterpart go out to dinner. What do you talk about at dinner?

Find a 1st interaction point:
USA person: How the trip was
Best guess at German person reply: possible similar experience

Find a 2nd interaction point:
USA person: what’s your business culture like
Best guess at German person reply: some details

Analysis: German person didn’t get the chance to display hospitality in 1st USA person may seem too abrupt in the 2nd
The evening before your first business meeting, you and your counterpart go out to dinner. What do you talk about at dinner?

Find a 1st interaction point:
German: how was your trip?
USA person: How the trip was: really good
Best guess at German person reply: you got lucky
USA: why’s that?

Find a 1st interaction point:
German: how was your trip?
USA person: How the trip was: really, really bad:
Best guess at German person reply: listens to details, talks about a similar bad experience

Analysis: These scenarios are much more conducive to good business the next day. Common ground: travel experiences
Leads to: mutual concern shown for each other’s experiences
Hospitality: a good host/hostess and a good guest
VA: had to learn about what the social dinner is and is not about.
You are in an early career business opportunity that involves a trip abroad to meet with your counterpart.

Pick country China: Sec 002:

The evening before your first business meeting, you and your counterpart go out to dinner. What do you talk about at dinner?

Find a 1st interaction point:
Chinese person: How was your flight?
USA person reply: loooooong

Find a 2nd interaction point:
Best guess at Chinese person next topic: So we have been reading about your recent Presidential election. Are you happy with the election results?
USA person: Discussion of how the election result may affect their common business
Best guess at Chinese person reply: That’s interesting. Selection of a third topic for dinner conversation by Chinese host/hostess
Analysis: A good way of handling a sticky subject in a pleasant manner. Likely to move the conversation toward non-sticky subjects.

BUT no rapport if you dodge

BUT it would be courteous to ask in return about the recent Chinese Party election/leadership transition
You are in an early career business opportunity that involves a trip abroad to meet with your counterpart.

Pick country China: Sec 002:

The evening before your first business meeting, you and your counterpart go out to dinner. What do you talk about at dinner?

Find a 1st interaction point:
Chinese person: How was your flight?
USA person reply: Looooong!

Find a 2nd interaction point:
Best guess at Chinese person next topic: So we have been reading about your recent Presidential election. Are you happy with the election results?
USA person: The election was also looooong. I’m glad that it is over!
Switch topic: I’m really looking forward to seeing your city.
Best guess at Chinese person reply: Details about city; questions about what you’d like to see.
Same analysis: A good way of transitioning the subject in a pleasant manner. Likely to move the conversation toward non-sticky subjects.

BUT no rapport if you dodge and this is an even bigger dodge

BUT it would be courteous to ask in return about the recent Chinese Party election/leadership transition
Short Case History 01

You are in an early career business opportunity that involves a trip abroad to meet with your counterpart.

Pick country China: Sec 002:

The evening before your first business meeting, you and your counterpart go out to dinner. What do you talk about at dinner?

Find a 1st interaction point:
Chinese person: How was your flight?
USA person reply: Looooooong!

Find a 2nd interaction point:
Best guess at Chinese person next topic: So we have been reading about your recent Presidential election. Are you happy with the election results?
USA person: answer how the election could benefit both companies; or quietly state some concerns but hope for the best.
USA person: We have been reading about your recent election and leadership transitions ------
Best guess at Chinese person reply: -------
Analysis: A good way of tackling the subject in a pleasant manner.

To be courteous and ask in return about the recent Chinese Party election/leadership transition, it is necessary to prepare in some depth.
Possible challenging situations:

- Politics get into the dinner conversation
- If there’s hard drinking going on
- Language barrier
- Types of food
- The other person isn’t friendly
- Personality
- Not knowing what to expect
- Disagreement with specific American foreign policy action
- Stereotypes
Short Case History 03

You are in an early career business opportunity that involves a trip abroad to meet with your counterpart.

Pick a different country Russia and a challenging situation: language barrier. You both know a very little amount of each others language

The evening before your first business meeting, you and your counterpart go out to dinner. What do you talk about at dinner?

Find a 1st interaction point:
USA person: In Russian: Sorry I don’t know your language well but I’m really glad to be here and to meet you.
Russian person: conversation takes off in Russian, glad to meet you too, etc.

Best guess at how USA person could cope:
- sign language / shrugging to convey non-understanding
- repeat: In Russian: Sorry I don’t know your language well. Also say it in English.
- look for key words that you recognize in sentences
Analysis: Even inexpert use of a host country language is a tremendous asset.

Practical: In advance: learn several phrases in their language and a lot of culture/news (could include sports events) information in yours.

Practical: during dinner: Concentrate on key words from both people that express respect and interest and respond to them.

Practical: despite the language barrier challenge, focus on your goal, which is to have a pleasant dinner in which you get to know each other as people a little. Keep the conversation going!

Analysis: You have a real opportunity to impress your host as an excellent business partner if you can handle this challenge in a pleasant manner.