



COUNTRY INTRODUCTION

NEGOTIATION PLANNING FOR A JOB

LET'S START! >

ABOUT JAPAN COUNTRY

INTRODUCING OUR NEGOTIATION PLAN

Hello everyone! Today we are going to present our negotiation planning activity. We imagine that we work for a Japanese company recently established in Mexico. A new vacancy for Director of Importation and Exportation was announced, and even though the company wants an external candidate, we believe we have the right skills for the job. Our goal is to convince the Japanese manager that we should be considered for the position.





JAPAN LOCATION

GETTING READY FOR SUCCESS

Before the negotiation, we will research information about the company and the Japanese business culture to understand how to communicate respectfully. We will also prepare a portfolio with our achievements and leadership experience. Finally, we will define our main goal and some alternatives to stay flexible during the negotiation.



Top spots like Tokyo, Kyoto, and Osaka blend tradition with modernity.

HISTORY HIGHLIGHTS

PRESENTING OUR PROPOSAL

During the negotiation, we will act respectfully and professionally. We will begin with polite greetings and then present our proposal clearly, explaining why we are the best option and how an internal promotion can benefit the company's success in Mexico.





CULTURE AND LIFESTYLE

LISTENING AND BUILDING TRUST

We will listen carefully to the manager, showing empathy and patience. If he has doubts, we will suggest solutions such as a trial period or a mentorship program. Our goal is to build consensus and not confrontation, always maintaining a positive and cooperative attitude.



Some Japanese schools still teach traditional calligraphy and tea ceremony.

ABOUT JAPAN COUNTRY

FOLLOWING UP PROFESSIONALLY

After the negotiation, we will send a thank-you message to show appreciation for the opportunity. We will also deliver any requested documents quickly and reflect on what went well and what we can improve for future negotiations.





COLLABORATIVE NEGOTIATION APPROACH

Our negotiation style will be collaborative and integrative, seeking a win-win result. If problems appear, we will stay calm, clarify misunderstandings, and propose alternatives. This approach shows respect for Japanese values like harmony and teamwork.

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Ramen became popular in Japan only after World War II.

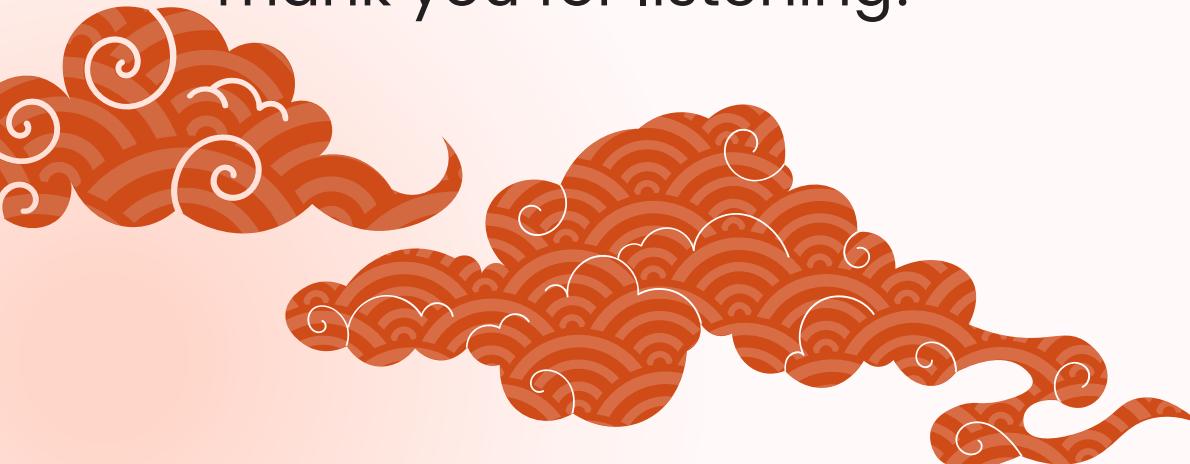
TOURIST DESTINATIONS

FINDING HARMONY AND FINAL THOUGHTS

If communication becomes difficult, we could use a mediator such as an HR manager or a bilingual executive to help both sides understand each other.

In conclusion, this plan helps us prepare strategically and respectfully. It proves that we have the skills and cultural understanding to take the director position.

Thank you for listening!



日の出する国

JAPAN COUNTRY PRESENTATION

THANK YOU!

SEE YOU!



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