

Complex control work № 1  
FOR CONTROL OF FINAL KNOWLEDGE  
OF THE EDUCATIONAL DISCIPLINE "BUSINESS NEGOTIATIONS"

For bachelor' s degree students

Time of work - 90 min.

Read and analyze what mistakes were made during the negotiation process. Your opinion is important.

**Task № 1**

Venezuela. The regional representative of the car manufacturer arrived in Venezuela not empty-handed. He presented the president of the company, which was the main promising client of his company, a purple-colored sedan, decorated with a purple ribbon. (The purple color was the favorite color of the manager himself.) For all his other future customers, he also brought gifts with the logo of the company. His favorite gifts were: for the men, the shirt "batnyk" with the inscription of the company, and for the women - service knives and scarves with embroidered logo. He said: "They love to receive gifts, but they react differently to them. Some even offered money in exchange - it was explained by some religious practices. Of course, I refused to take money."

**Task №2**

China. Most articles on China say that a distinguishing feature of China is holding banquets, the representative of the department of international trade of one of the Latin American food companies decided to take part in the banquet in his next visit to this country. When it happened, he was one of the honorable guests at the banquet, held on the first night of his stay in Beijing. To be unrivaled, he decided to be more generous than those who invited him. He even gave gifts during the reception - an old American clock - to the head and organizer of the banquet. He said a small speech and insisted that Mr. Wu (Mr. Wu) climbed to the podium for receiving a gift.

**Task № 3**

The owner of the French restaurant "MICHELE" and the director of the restaurant chain in America have decided to engage in joint activities. On arrival in France, the American received an invitation to a business lunch, at which it was supposed to discuss some aspects of the deal. To be punctual he came at exactly the appointed time. He presented a large bouquet of red roses and expensive perfumes to his companion's wife. During the lunch, the American all the time tried to emphasize the benefits of the deal, pointed to low prices, introduced a contract in English, in which prices were respectively represented in \$. Since he was not fluent in French, the conversation was conducted in English.

He really liked the French cuisine, but during the dinner he asked for all the dishes to be spiced, referring to the fact that he loves spicy food. At the end of the dinner, he presented a companion a gift depicting the statue of Liberty.

Considered at the meeting of the Department of Applied Sociology and Social Communication

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Head of the Department \_\_\_\_\_ Bakirov V.