

American And Japanese Business Discourse A Comparison Of Interactional Styles

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Yamade 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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American And Japanese Business Discourse | Download eBook ...

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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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

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

Discourses of Female Entrepreneurship in the Japanese ...

Discourse Analysis of Japanese "Black Companies" M. Takahashia , A. Kimatab, N. Teramoto, S. Itod, T. Nakamura aSchool of Business Administration, Meiji University, Japan bFaculty of Economics, Niigata University, Japan cFaculty of Commerce, Takushoku University, Japan dSchool of Business Administration, Toyohashi Sozo University, Japan eGraduate School of Business Administration, Meiji ...

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 ...