

Mandell Clip 7 Transcript

BRIAN MANDELL: I'm going to end with a sensitive question. This is for international students if you self-ascribe to yourself as an international student. Is it a cross-cultural negotiation in the class to deal with your American colleagues? Anybody want to share? Too dangerous a question? All right. All right.

BRADY: Andre and then [INAUDIBLE]

ANDRE: I think the one thing to get into the right mind frame is considering that, in the US, people are less relational. Meaning, it's not about first building a relationship, telling who, for instance, I started with Kat mentioning that, oh, you know who complimented you when I called asking if he or she knew you, it was Tokai. And he said this really nice thing about you.

It's a nice way to start building a relationship before talking about anything. And it's really poor relationship building talking about weather or baseball or soccer or World Cup. There's more tactfulness needed into it.

BRIAN MANDELL: Right. Or the classic American way of asking you in the forum as you're walking by, how are you today? And before you answer, they're 200 meters down the hall. I really, really don't care, Andre, how you are. It was just a conversation question. That's all.

Quickly, when you think of how you played across the 10 rounds, did you manage across the rounds through the cultural filter the rate and scope of your concessions? What does it mean when the cultural variable is there? And what does it mean through the cultural filter notions of fairness and justice?

And so, when you think of the deal that you got beyond being sustainable, how did the parties view it in terms of fairness of a critical resource allocation? And then, did you exercise threats, bluffs, promises, predictions of the weather? And how was that received by the other side?

We're doing this course in a Western cultural context here in the United States. And how this is perceived, and I found Ken's comment interesting, in Southeast Asia, this exercise would be played quite differently, would be played differently in the Middle East or other contexts as well. So the context has a huge impact on how we understand fairness and justice in negotiation.

So we're going to hold it there. We're going to have a speaker now. And then we're going to get you ready for your exercise this afternoon. And what comes at the end of the exercise?

SPEAKERS: Pizza.

BRIAN MANDELL: And where is it?

SPEAKERS: Here.

BRIAN MANDELL: Oh, no. It's downstairs. It's ready. OK, OK. Thank you all.

[APPLAUSE]