TOPIC; NEGOTIATION AND CONFLICT MANAGEMENT FOR BUSINESS RELATIONSHIP DEVELOPMENT

Description

About this Assignment As a board member of Express International, you are part of a negotiating team set to acquire ZHO Express, a delivery service located in China. Although Express International is the second largest package delivery service in the world, they currently have limited coverage in China which is now considered to have the largest express delivery volume in the world. ZHO is the third largest delivery service in China and has coverage of over 90% of China. You will write a 2500 word essay that describes your negotiation process as part of this team and adapts theories of cultural dimensions to this scenario. Give a brief background on the parties involved in the negotiation. Feel free to supplement this scenario with facts discovered about similar companies. Create a cultural comparison with China regarding business relationships and communications. Demonstrate your knowledge of cultural differences through adapting cultural dimensions to the scenario. Identify goals and interests for each party. Point out your BATNA and WATNA. Determine what will be your walkaway point. Discuss your strategy as part of the acquisition team including your strategy to eliminate bias and your persuasive strategy. Predict your counterparts' strategy. Discuss what inherent flaws might surface during the negotiation. Identify the type of power in the negotiation and discuss what will happen if negotiation breaks down. Recommend how to proceed with the negotiation. Grading Rubric Your project will be graded based on the following rubric: Category Unacceptable (0) Needs Improvement (1-3) Good (3-4) Excellent (5) Total Possible Points Structure (x1) Structure is illogical or significantly hinders understanding Arguments are difficult to identify; ideas are disjointed Evidence is provided & is relevant to the thesis, but transitions and connections are lacking Arguments are well integrated; ideas flow logically; main points are identifiable 10 Analysis (x3) No examples are used to support arguments; analysis is missing or incorrect; no sources are cited Few or weak examples are given to support main points; fewer than 3 sources are cited Examples are given to support most points, but not all; analysis lacks originality; at least 3 sources are provided, but some or all are not academic and/or appropriate for the topic All main points are supported with evidence and include original analysis; at least 3 reputable and appropriate sources are cited 20 Recommendations (x2) Recommendations are missing Recommendations lack clarity or are not well-developed Two sound recommendations are clearly outlined At least two recommendations are made that are clear and logical. 10 Mechanics (x1) Incorrect spelling, punctuation, capitalization, and use of standard English grammar hinders understanding Several instances of incorrect spelling, punctuation, capitalization, and usage of standard English grammar Few instances of incorrect spelling, punctuation, capitalization, and usage of standard English grammar No or very few instances of incorrect spelling, punctuation, capitalization, and usage of standard English grammar 10 Total Points 50 Using Sources You may refer to the course material for supporting evidence, but you must also use at least three credible, outside sources and cite them using APA format. Please include a mix of both primary and secondary sources, with at least one source from a scholarly peer-reviewed journal. If you use any Study.com lessons as sources, please also cite them in APA (including the lesson title and instructor's name). Primary sources are first-hand accounts such as interviews, advertisements, speeches, company documents, statements, and press releases published by the company in question. Secondary sources come from peer-reviewed scholarly journals, such as the Journal of Management. You may use like JSTOR, Google Scholar, and Social Science Research Network to find articles from these journals. Secondary sources may also come from reputable websites with .gov, .edu, or .org in the domain. (Wikipedia is not a reputable source, though the sources listed in Wikipedia articles may be acceptable.)