

# The Ethological and Cultural Roots of Different Negotiation Styles

講演者: Experienced in training Fortune10 companies in Asian negotiation  
**Christopher Bates氏**



日時: 7月1日(土)  
13時00分～14時30分

場所: 関西大学千里山キャンパス  
岩崎記念館4階E401

Individuals adopt different Negotiation styles with widely varying expectations and behaviors regarding 'fair play', 'good outcomes', sharing of information, reliance on established relations or formal agreements and other factors. The author contends that this variation in expectations and behaviors is greatly impacted by Pre-cultural animal/human behaviors (notably dominance versus predation) and features of the cultural landscape including strength of identification with in-groups VS out-groups, history of the rule of law, general scarcity or plenitude of resources in the environment within which the culture evolved, core religious beliefs, etc. The presentation will explore the authors contentions using his own and outside research materials.