

India has a complex tax system that includes both federal and regional taxes. For example, the main federal taxes are income tax, value added tax (VAT) and goods and services tax (GST). In addition, each state in India has its own taxes such as Sales and Use Tax (VAT/SAT). Entrepreneurs need to have a good accounting system and employees who are well versed with tax laws to ensure that taxes are paid correctly and on time.

Business meetings. As a rule, business clothing for men is a suit and tie, often only a long-sleeved shirt with a tie is enough. It is important to choose neutral colors. For foreign women, suits or long skirts are appropriate, they are considered more acceptable. It is advisable to make appointments at least one month in advance and confirm them at the time of arrival in India. It is quite common to give flowers or even sweets when meeting. Gifts are not opened upon receipt, instead the recipient of the gift will put it aside and wait until the person who gave it leaves.

Thus, we can conclude that in order to run a successful business in India, it is necessary to take into account all the above-mentioned factors, because it is a comprehensive approach and a deep understanding of the local business environment will allow you to get a profitable business in the country.

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THE MAIN FEATURES OF NEGOTIATION IN JAPAN

Основные особенности переговоров в Японии

Negotiations are an integral part of conducting business, especially in the context of globalization, and the approach to negotiations varies from culture to culture. Millions of businessmen conclude deals with foreign partners and investors every day. Thus, the object of this research is negotiation in Japan, namely, traditional business manners, styles of negotiating, and language roles in negotiations [1].

Japanese negotiation styles are more group-oriented in decision-making. In other words, when the Japanese make a decision or even bargain, consensus from the group members is always necessary. Thus, as a pre-negotiation stage, it is essential to build proper relationships with other parties for doing business [3]. Before the negotiations with Japanese, it is necessary to prepare and present the proposal in a clear, concise, and structured manner. Moreover, try to avoid using jargon, slang, or idioms that may cause confusion or misinterpretation. When people meet before the negotiations begin, an appropriate greeting can show a serious interest in building business

relationship with a foreign counterpart. In Japan, business starts with the exchanging of business cards, and it would be slightly unthoughtful if you put away a received card before you find out the name and title of the businessman [2].

During the negotiation process, it is important to observe carefully the verbal and non-verbal cues that the Japanese side may use to express their reactions, feelings, or intentions. However, the Japanese negotiating style tends to be impersonal and unemotional, but at the same time, they want to know, like and trust the people they are doing business with. A general negotiation framework has four stages: non-task sounding; task-related exchange of information; persuasion; concessions and agreement. As a part of Asian culture, Japanese businessmen also tend to bring a gift, which usually indicates the form of greeting. It does not mean that Japanese businessmen expect a foreign partner to do the same or even expect business favors in return. Furthermore, it is acceptable to foreigners to open their gifts in the presence of the givers.

Therefore, to negotiate successfully with the Japanese, it needs: 1. to make a good impression before negotiations, because the first contact relates to the entire negotiation process; 2. to do the best to answer everyone's questions and concerns as the Japanese negotiate in teams; 3. not to push for flexibility in the meeting room for the Japanese negotiators tend to come to the table with a position that they have to stick to; this should be done outside of the meeting room, over a meal or a drink; 4. never interpret the Japanese habit to take their time and go over points many times in order to avoid mistakes and to mitigate risks as time-wasting and even worse, never express concern that it is an unnecessary waste of time. 5. to be prepared to invest time in relationship building as soon as a cultural fit is very important to the Japanese.

The above-mentioned recommendations how to hold negotiations with Japanese partners are extremely significant in the sphere of tourism and hotel business communication. Taking into account cultural features, traditions, approaches and world views of your business partners while preparing for each meeting is the key to productive negotiations which increases the chances for success.

References

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