

carriers, TOR anti-aircraft missile systems, radar stations and complexes "Enemy", "Sopka", etc., to carry out repairs and modernization of existing weapons.

In addition, the Russian Federation is increasingly attracting enterprises of the Belarusian military-industrial complex as co-executors of contracts for the supply of military products, which has a positive impact on the development of such enterprises and the economy of the state as a whole.

The products of such enterprises of the military-industrial complex as the Holding "BelOMO", "Peleng", "Minsk Wheel Tractor Plant", "AGAT-SYSTEMS" and others are in high demand.

Summarizing the above, we can conclude that cooperation between the Republic of Belarus and the Russian Federation in the supply of military products is one of the tools to ensure the economic and military security of Belarus.

### **Reference**

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## **BUSINESS NEGOTIATIONS IN BRITAIN**

### **Деловые переговоры в Британии**

Business negotiations in the UK usually follow a formal and structured approach. Here are a few key points to consider when engaging in business negotiations in Britain.

The British are known for their politeness. This is a very important part of British communication and culture. Try to avoid asking questions directly, straightforward questions will find cold responses and will lead the conversation to become more distant.

The British are proud of their subtle and witty sense of humor. Besides, they may use humor as a tool, making a conversation indirect, which is typical for the British style of communication.

The famous “stiff upper lip” term means that the British do not like to show their emotions, no matter if they are negative or positive. In the UK strong eye contact shows honesty and determination.

The conversation should be spoken in a calm tone. Avoid raising your voice for whatever reason, being loud is considered impolite and ill-bred.

Keep distance, avoid touching, the exception is a handshake, in Britain handshake is an official form of greeting for both men and women. Make sure you are not interfering with another person’s intimate space.

Try not to talk too much. Listening more and speaking less is a feature that will characterize you positively to the British partners.

British society appreciates success and competition. They respect hard work, ambitions and achievements, but they will not accept showing off or acting arrogant because of your achievements.

Making business with the British you must remember that they like to have everything planned, but their planning is not detailed, main thing is to have a clear final goal.

It is better to establish the date of your future meeting with the British company representatives beforehand. The best is if you contact them and schedule the meeting a week in advance.

A very important part of business meetings with the British is what happens after the meeting is over. Never reject an invitation to a pub, joining your new business partner for a beer is extremely appreciated in the United Kingdom. It is a binding part of the business meeting and refusing to participate in it may seem suspicious or offensive to your partner. You also must not bring up work topics at the after-business part. Gift-giving is not going to be taken well. It creates unwanted pressure.

Finally, remember about the “dress code”. You must never attend a business meeting with British people wearing too casual clothes.

By adhering to these practices, you can increase your chances of a successful outcome in business negotiations in Britain.