Cross Cultural Management and negotiation/ Nelson Mandela negotiation. Details In this essay we have to focus on Nelson Mandela's negotiation with the government (Afrikaners) from several angles: 1) How and why you think the negotiation was shaped by culture and culture differences. 2) to what extent was the negotiation strategy deployed by one or both parties influenced by culture. 3) selecting a model of cultural difference and critically applying it to the chosen negotiation (GLOBE model, GLOBE project). 4) to what extent did national cultural difference impact the outcome of the negotiation. Note 1: facets of the negotitation consist of 1) Behavioral predisposition of the parties. 2) Underlying concept of negotiation (Negotiation strategies, Strategic time frame). 3) Negotiation process( style of negotiation, outcome orientations). Analysis The assignment demonstrates an ability to understand different perspectives i.e. the student can evaluate different options, engage critically with theory and practice and can justify their analysis above other available solutions or viewpoints. • The analysis results from the use of judgement and discernment in selecting theory and applying it to the situation or problem. • The selection of techniques and viewpoints are justified by the problem or issue outlined. • Reflection and observation are integrated in the analysis in an appropriate way i.e. a supported argument illustrated with observation rather than a statement of opinion. Structure and argument • An essay assignment will normally include an introduction, several sections in the main body, a conclusion and a bibliography. • A coherent argument is evident, which clearly links the different elements of the assignment together and leads the reader through to a justifiable conclusion. • The argument is logically constructed with each section building on the insights of preceding sections i.e. different perspectives are not simply thrown together without an understanding of how they contribute to the overall argument presented. • Theory is integrated into the analytical and/or practical elements of the assignment where appropriate • Meaning is not obscured by poor grammar, paragraph or sentence construction. Conclusions • The conclusion summarises the whole of the assignment and not just the analysis • i.e. conclusions relate questions posed, adequacy of the theory, empirical issues explored and reflect on the student’s approach to the work. • The conclusions refer to the argument presented to that point and do not introduce new ideas or arguments “at the last moment”. The conclusion demonstrates the ability of the student to justify their theoretical and analytical approach. - Note 2: please skip the section where you will set the context (brief history of the situation in South Africa), because I have already written this part. Please get back to me if you need further clarification. We will share this section with you later to plug it in and ensure smooth transition to the section that comes next. - Note 3: We attached sources for you, please make sure that you will use them in addition to your sources - Note 4: Referencing and in-text citation should follow Harvard Referencing Style - Note 5: Please make sure you use right references and citation. From previous history, some other writers used random citations where the same idea or message was not even there in the source mentioned - Note 6: During next week, I will send you more specific guidance on the structure of the document, no major change, just how the document is structured