

Xin Chao....Are you ready for Business Negotiations....!?

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Abstract

Vietnam is an attractive destination for tourists as well as for professionals across the world who are planning to set up their own business. While the Vietnamese government has taken steps to amend legislation to encourage foreign business owners to set up enterprises in the country, there are still a number of barriers that business professionals will have to overcome in order to successfully set up and manage a business in Vietnam. Hence this study based on the Vietnamese culture and tradition attempts to outline the Vietnamese ways of doing business by highlighting- the appropriate business etiquette and approaches towards effective business meetings & negotiations for foreigners who propose to succeed doing business in Vietnam.

Key Words: Business, Communication, Culture, Etiquette, Meeting, Negotiation.

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