

	USA	China	France	Japan	Mexico	Nigeria	Spain	Brazil	Germany	U.K.	India
Negotiating Goal (% of contract)	54	45	70	55	42	47	74	67	54	47	33
Attitudes (% of win-win)	71	82	80	100	50	47	37	44	55	59	78
Personal Style (% of formal)	17	46	20	27	42	53	47	22	27	35	22
Styles of Communication (% of indirect)	5	18	20	27	0	0	0	11	9	1	11
Time Sensitivity (% of low)	15	9	40	9	33	7	21	0	36	6	44
Emotionalism (% of high)	74	73	60	55	85	60	79	89	36	47	56
Agreement Form (% of general)	22	27	30	46	17	20	16	22	45	11	44
Agreement Building (% of top-down)	47	54	67	45	33	47	46	42	54	54	74
Team Organization (% of one-leader)	63	91	40	55	91	40	58	100	55	65	44
Risk Taking (% of high)	78	82	90	18	50	73	47	56	72	88	89