Write a 3–5-page report in Word format. Utilize at least two scholarly sources. Apply APA standards to the citation of sources.  
Use the following file naming convention: LastnameFirstInitial\_M4\_A2.doc.  
Make sure you write in a clear, concise, and organized manner; demonstrate ethical scholarship in accurate representation and attribution of sources; display accurate spelling, grammar, and punctuation.  
Click here to download the APA guidelines document. Use these guidelines to format your assignment.  
By the due date assigned, deliver your assignment to the Submissions area.  
Assignment 2 Grading Criteria  
Maximum Points  
Negotiation strategy is aligned with current best practices, and is likely to facilitate open communication between your company and Asia.  
20  
Explanation of each stage of the negotiation strategy is accurate and appropriate. The stages are aligned systematically.  
20  
Explanation of specific negotiation tactics to be utilized for the given scenario is appropriate and aligned with current best practices.  
20  
Clearly identified and accounted for external factors affecting the global negotiation plan for the given scenario  
20  
Wrote in a clear, concise, and organized manner; demonstrated ethical scholarship in accurate representation and attribution of sources; displayed accurate spelling, grammar, and punctuation.  
20  
Total:  
100