

A Better Target for Communication

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In Japanese culture, people seldom negotiate. I believe that this is because most Japanese feel that a rejection of their ideas is equivalent to a rejection of them as a person.

In other words, they are more focused on protecting their ego than polishing up their ideas. Negotiation, therefore, runs the risk of hurting the other person's feelings.

Americans, on the other hand, seem much more able to separate the idea from the person, and therefore discuss ideas freely.

At this stage, as a Japanese, I shouldn't strive to develop a totally American style personality. They tend to be too insensitive to others, and thus act with reckless lack of regard for others' feelings.

I would like to be a good listener as Japanese, equally as a good talker as Americans.

In other words, a better target is one that combines the strengths of both cultures although I am still more a good listener than a good talker in English.