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Yamade concludes
that Americans
usually speak
direct to the point
and speaks the

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most in an interaction when he/she initiate the conversation, while Japanese try to familiarize themselves before getting into business. Other notable Japanese conversation strategies include bringing in examples, silent

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shifts in
conversational
topics and frequent
backchannels.

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Japanese, Yamada outlines the basic differences between Japanese and American English and analyzes a number of real-life business and social interactions in which these differences led to miscommunication. By understanding

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how and why each culture speaks in the way that it does, Yamada argues, we can learn to avoid frustrating and damaging failures of communication.

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Japanese

negotiators like to

use a collaborative

style. It is also true

that the Japanese

interpret American

assertiveness as

aggressive-ness,

since an

American's

standard of

assertiveness is

stronger than what

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the Japanese

consider
reasonable.

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Japanese decision-
making process is

more group
oriented; each

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Americans and the
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In American

business, meetings

are restricted to

the people who

have authority on

the topic. The only

people present in

the room and

active in the

discussion are

those who are

directly responsible

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Japanese project. In Japan, on the other hand, they'll bring every member of the team: even the junior person.

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Japanese workers value working at

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high levels of capacity and assisting other workers to a greater extent than do American workers, and that this difference is increasing over time. High level of work effort and commitment, organizational involvement and

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cooperation,
acceptance, and
trust in

management

policies and
practices — all are
the norm of

Japanese workers;
they are not for
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Japanese industry, we "speak the same language" despite cultural differences. This can be a dangerous assumption. In fact, the more experience a non-Japanese has in doing business with Japanese, the more aware he/she becomes of the

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difficulty of
communication as
an obstacle. As

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theory and critical
discourse analysis
in media studies,
this article
examines the

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in the Japanese ...

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structures may be
divided into two
major areas of
inquiry. The first of
these areas
concerns
grammatical

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studies which
examine cohesive
ties, word order
constraints, and
sociolinguistic
variations (Hinds
1982b, Kuno 1978,
Makino 1978a).

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Japanese: A
Contrastive Study
(1978-1982 ...

* The official name

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of Japanese is Nihon or Nippon, which means the State of Japan. * Japan does not have an official language, but the national language is Japanese. * The capital and largest city is Tokyo. * The population is estimated at 126 million. Business Mentality –

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that, despite the
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of female

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entrepreneurs,

traditionally

gendered

discourses prevail

in positioning

women as inferior

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