

### INT 660 Case Study: Arab-Style Negotiation Guidelines and Rubric

After reviewing the Mini-Case: Arab-Style Negotiation (found on pages 214–216 of the textbook), students will answer the following questions:

1. When conducting negotiations with Arab negotiators, the Western style of negotiation can be counterproductive. Explain why.
2. Using wasta is an accepted business practice in the Arab world. What is wasta? What are the advantages of using it as seen through the eyes of Arab managers?
3. Describe some similarities and differences in negotiation styles between Arab-style negotiation and negotiation styles in your chosen country.

**Guidelines for Submission:** Your case study should follow these formatting guidelines: Use of at least one source, one to two pages double-spaced, 12-point Times New Roman font, one-inch margins, and citations in APA format.

Critical Elements	Exemplary (100%)	Proficient (90%)	Needs Improvement (70%)	Not Evident (0%)	Value
<b>Western and Arab-Style Negotiations</b>	Meets “Proficient” criteria and substantiates ideas with clear and relevant examples	Explains how the Western style of negotiations can be counterproductive when conducting business in the Arab world	Does not sufficiently explain how the Western style of negotiations can be counterproductive when conducting business in the Arab world	Does not explain how the Western style of negotiations can be counterproductive when conducting business in the Arab world	30
<b>Wasta Business Practices</b>	Meets “Proficient” criteria and substantiates ideas with clear and relevant examples	Describes wasta business practices and identifies the advantages of using wasta from an Arab manager’s perspective	Includes description of wasta but does not identify advantages of using the business practice from an Arab manager’s perspective	Does not include a description of wasta business practices	30
<b>Arab vs. Selected Country Negotiation Styles</b>	Meets “Proficient” criteria and substantiates ideas with clear and relevant examples	Compares and contrasts similarities and differences in negotiation styles between Arab style negotiation and negotiation styles in student’s chosen country	Compares similarities and differences in negotiation styles but does not provide clear and concise distinctions between the two countries	Does not include a comparison of the two countries’ negotiation styles	30
<b>Articulation of Response</b>	Submission is free of errors related to citations, grammar, spelling, syntax, and organization and is presented in a professional and easy to read format	Submission has no major errors related to citations, grammar, spelling, syntax, or organization	Submission has major errors related to citations, grammar, spelling, syntax, or organization that negatively impact readability and articulation of main ideas	Submission has critical errors related to citations, grammar, spelling, syntax, or organization that prevent understanding of ideas	10
<b>Earned Total</b>					<b>100%</b>