

# Inspiration from researchers

Erin Meyer ->

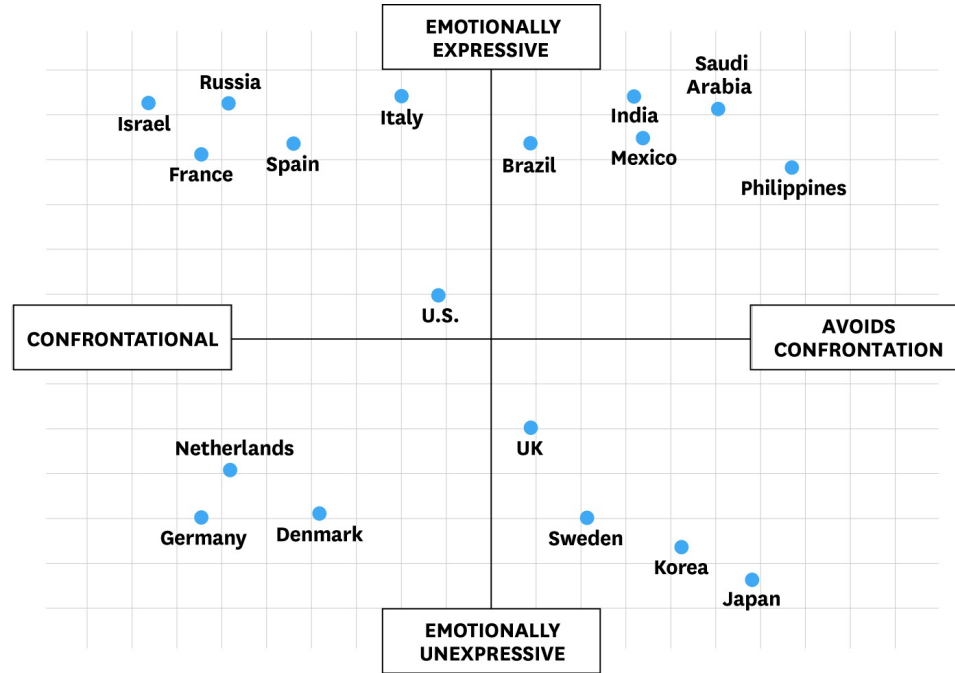
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## Preparing to Face Your Counterpart

The map below sorts nationalities according to how confrontational and emotionally expressive they are. Although negotiators often believe that the two characteristics go hand in hand, that's not always the case.



SOURCE ERIN MEYER  
FROM "GETTING TO SI, JA, OUI, HAI, AND DA," DECEMBER 2015

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