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**Discussion**

Nonverbal communication occurs without the need for words when people try to communicate with each other. This is a type of communication that involves body language and another environmental context. As the culture from country to country varies therefore study suggests that nonverbal communication also varies which helps to pass information from one person to another. There are many types of nonverbal communication like eye contact, touch, gesture, posture and facial expressions.Eye contact is a great way of nonverbal communication. Who makes the eye contact and how long does it last vary greatly in meaning (“7 Cultural Differences in Nonverbal Communication,” 2017) For example, in Asian countries when eye contact is avoided that means that person is respectable. While in North America Eye contact means equality among all the citizens of the country. Touch is another great way of nonverbal communication. In the United States of America using a firm handshake means an appropriate way of greeting a stranger. While in France it is common to kiss someone on the cheeks while greeting. In the case of facial expression, winking is the most common. In Latin America, for example, it is considered to be romantic while for Chinese this is a very rude form of nonverbal communication. As nonverbal communication varies greatly among cultures, therefore, there are chances that people unintentionally offend each other(“Non-verbal Communication in Different Cultures,” 2018).

 Because negotiation with fellow citizens is not an easy task due to the individual's differences, it is even more difficult when negotiating with people who belong to a completely different culture. While it is quite tough to interpret non-verbal communication but at the same time, it is a great way of showing agreement and respect among the participants(“Nonverbal Communication In Negotiations Cultural Studies Essay,” n.d.). Especially in politics when politicians and leaders meet for some important deals and greet each other than such nonverbal communication is seen. Either it’s a bow or kissing on checks or a firm handshake. It depends on the country and the useof specific behavior in the culture.Usually body language experts interpret from the body language if the negotiation was successful or not.

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