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What it does in Japan is give the Japanese a great deal more leeway in how they handle their relationships with business partners and political allies. They can, for example “break” some of the provisions of an agreement or contract when it is expedient to do so without unduly upsetting the other party because the other party has the “right” to do the same thing when it benefits them.

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## **Kata The Key To Understanding Dealing With The Japanese**

\* The official name of Japan 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 - Connections are very helpful in Japan but choose your contacts carefully.

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Japanese prefer broad agreements and mutual understanding so that when problems arise they can be handled flexibly. Using a Japanese lawyer is seen as a gesture of goodwill. Note that Japanese lawyers are quite different from Western lawyers as they are much more functionary.

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