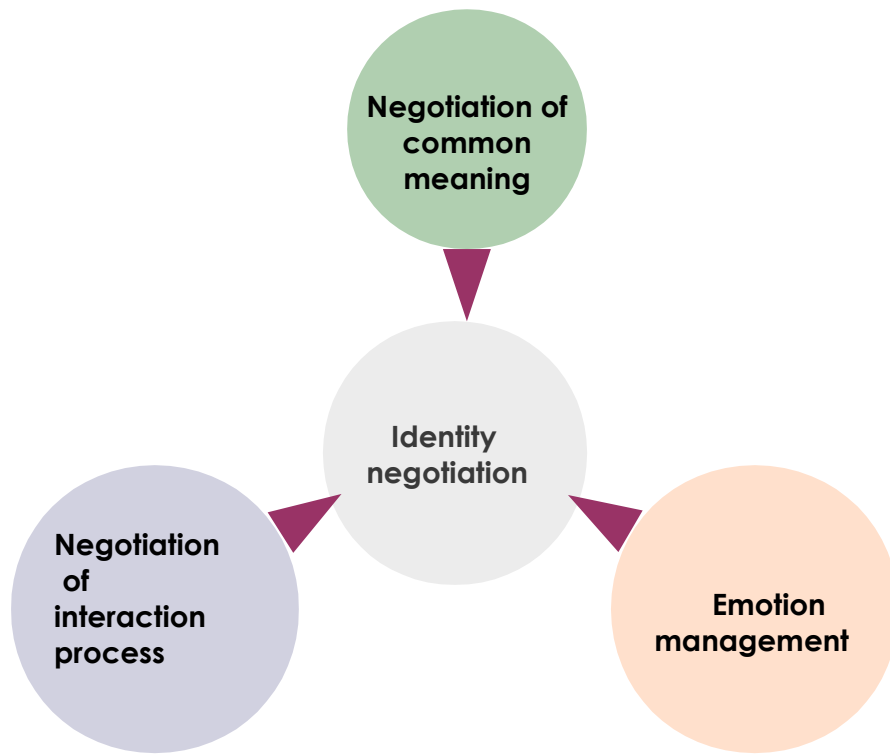


**Intercultural negotiation inventory**  
*created for the Intercultool project*



**A. Emotion management (affective level)**

Definition: capacity to cope with / handle the consequences of negative emotions arising of misunderstandings, conflicts and uncertainty inherent in intercultural encounters. This implies the capacity to avoid action on the impulse of emotion, and not the capacity to suppress the expression of emotion.

**B. Negotiation of the interaction process (behavioural level)**

Definition: capacity to adjust to others and negotiate a common communication procedure in a situation where there are differences in participants' communication styles, cooperation practices and politeness codes.

**C. Negotiation of common meaning (cognitive level)**

Definition: capacity to negotiate common meanings and shared knowledge between the participants, which implies the capacity to be open in a situation where the usual frames of reference are missing, and the capacity to resist the need for closure.

**D. Negotiation of identity**

Definition: capacity of the self to change between different positions of the self system in order to satisfy different identity principles such as self-esteem, optimal distinction, meaning, continuity, relatedness.