

STRUCTURAL ORGANIZATION OF ENGLISH AND UZBEK BUSINESS NEGOTIATIONS

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Abstract. This article examines the structural organization of English and Uzbek business negotiations from a comparative discourse perspective. The study focuses on the relationship between functional stages, thematic negotiation cycles, and individual communicative actions in the development of negotiation discourse. A structural-discursive and comparative approach is applied to English and Uzbek business communication materials representing different stages and conditions of negotiation. The analysis shows that negotiation is not organized as a rigid succession of predetermined stages. Its overall progression toward a negotiated outcome is accompanied by recurrent movements generated by proposals, objections, clarifications, modifications, counterproposals, and partial agreements. The findings distinguish macro-, meso-, and microlevels of structural organization and identify linear-recursive development as a significant feature of the analysed negotiation discourse. The comparison further reveals functional correspondences between English and Uzbek materials alongside differences in their linguistic-discursive realization.

Keywords: business negotiation, negotiation discourse, structural organization, macrostructure, negotiation cycle, communicative action, English, Uzbek.

INGLIZ VA O'ZBEK TILLARIDAGI BIZNES MUZOKARALARINING STRUKTURAVIY TASHKIL ETILISHI

Annotatsiya. Ushbu maqolada ingliz va o'zbek tillaridagi biznes muzokaralarining strukturaviy tashkil etilishi qiyosiy diskurs nuqtai nazaridan tadqiq etiladi. Tadqiqotda muzokara diskursining rivojlanishida funksional bosqichlar, mavzuviy muzokara sikllari va alohida kommunikativ harakatlar o'rtasidagi o'zaro munosabatlarga asosiy e'tibor qaratiladi. Muzokaraning turli bosqichlari va shart-sharoitlarini aks ettiruvchi ingliz va o'zbek biznes kommunikatsiyasi materiallariga strukturaviy-diskursiv hamda qiyosiy yondashuv qo'llaniladi. Tahlil natijalari muzokara jarayoni oldindan belgilangan bosqichlarning qat'iy ketma-ketligi asosida tashkil etilmasligini ko'rsatadi. Muzokaraning kelishilgan natija sari umumiy rivojlanishi takliflar, e'tirozlar, aniqlashtirishlar, o'zgartirishlar, qarshi takliflar va qisman kelishuvlar natijasida yuzaga keladigan takroriy harakatlar bilan birga kechadi. Tadqiqot natijasida strukturaviy tashkil etilishning makro-, mezo- va mikrodarajalari farqlanadi hamda chiziqli-rekursiv rivojlanish tahlil qilingan muzokara diskursining muhim xususiyati sifatida aniqlanadi. Qiyosiy tahlil, shuningdek, ingliz va o'zbek tillaridagi materiallar o'rtasidagi funksional muvofiqliklarni hamda ularning lingvistik-diskursiv ifodalanishidagi farqlarni namoyon etadi.

Kalit so'zlar: biznes muzokaralari, muzokara diskursi, strukturaviy tashkil etilish, makrostruktura, muzokara sikli, kommunikativ harakat, ingliz tili, o'zbek tili.

СТРУКТУРНАЯ ОРГАНИЗАЦИЯ АНГЛИЙСКИХ И УЗБЕКСКИХ ДЕЛОВЫХ ПЕРЕГОВОРОВ

Аннотация. В данной статье исследуется структурная организация английских и узбекских деловых переговоров с позиций сравнительного дискурсивного анализа. Основное внимание уделяется взаимосвязи между функциональными этапами, тематическими переговорными циклами и отдельными коммуникативными действиями в процессе развития переговорного дискурса. К материалам английской и узбекской деловой коммуникации, отражающим различные этапы и условия переговоров, применяется структурно-дискурсивный и сравнительный подход. Результаты анализа показывают, что переговорный процесс не организуется как жёсткая последовательность заранее определённых этапов. Его общее развитие в направлении достижения согласованного результата сопровождается повторяющимися движениями, обусловленными предложениями, возражениями, уточнениями, модификациями, контрпредложениями и частичными соглашениями. В результате исследования выделяются макро-, мезо- и микроуровни структурной организации, а линейно-рекурсивное развитие определяется как существенная особенность анализируемого переговорного дискурса. Сравнительный анализ также выявляет функциональные соответствия между английскими и узбекскими материалами наряду с различиями в их

лингвистико-дискурсивной реализации.

Ключевые слова: деловые переговоры, переговорный дискурс, структурная организация, макроструктура, переговорный цикл, коммуникативное действие, английский язык, узбекский язык.

Introduction. Business negotiation is a complex form of institutional communication in which participants seek to coordinate interests, formulate proposals, respond to alternative positions, and gradually move toward a mutually acceptable outcome. From a discourse perspective, negotiation cannot be adequately described as a simple exchange of isolated utterances or as a fixed sequence of predetermined stages. Rather, it constitutes a dynamically organized communicative process in which global strategic objectives interact with local communicative actions and recurring thematic sequences. For this reason, the structural organization of negotiation discourse represents an important area of linguistic and comparative research.

The study of business negotiations is particularly relevant in the context of expanding international economic cooperation and increasing intercultural professional communication. English frequently functions as a major language of international business interaction, while Uzbek business discourse is developing within its own linguistic, pragmatic, and sociocultural environment. A comparative analysis of English and Uzbek negotiation materials therefore makes it possible to identify both functionally comparable patterns and language-specific forms through which negotiation strategies are realized.

A central methodological issue concerns the relationship between different levels of discourse organization. At the macrolevel, negotiation develops through broad functional stages associated with establishing interaction, defining issues, exchanging positions, bargaining, and reaching an outcome. At the mesolevel, particular topics may generate negotiation cycles involving a proposal, an objection or request for clarification, modification, a counterproposal, and partial or complete agreement. At the microlevel, these processes are realized through individual communicative actions such as proposing, requesting, clarifying, rejecting, accepting, modifying, and confirming. These levels are interconnected and jointly determine the structural dynamics of negotiation discourse.

Importantly, the development of negotiation should not be interpreted as purely linear. Although participants generally move toward a final negotiated outcome, they may repeatedly return to previously discussed issues, revise earlier proposals, introduce new conditions, or reopen partially resolved matters. Such recurrent movements produce a linear-recursive structure, in which overall progression coexists with local repetition and restructuring. This feature is especially significant for understanding how negotiation discourse develops in actual communicative practice rather than in idealized stage-based models.

Methodology. Business negotiation is a dynamic form of professional communication in which participants coordinate interests, positions, conditions, and possible courses of action. Its organization is closely connected with the development of interaction: participants introduce negotiable issues, formulate proposals, clarify conditions, respond to alternatives, modify positions, and move toward agreement or further negotiation. Consequently, the structure of negotiation cannot be adequately described as a simple succession of opening, discussion, and closing.

Discourse-oriented studies have demonstrated that business negotiation is constructed through interconnected communicative actions rather than isolated linguistic forms (Ehlich & Wagner, 1995; Wagner, 1995). Research based on authentic negotiation data has further shown that discourse organization is influenced by the developing relationship between negotiating parties (Charles, 1996). More recent research continues to emphasize the communicative and interactional nature of business negotiation and questions approaches that conceptualize it primarily as a linear process (Schoop, 2021; Thomas et al., 2020).

For comparative linguistic research, however, an additional methodological problem arises. English and Uzbek negotiations cannot be compared reliably by matching individual words, expressions, or grammatical constructions alone. Formally different utterances may occupy comparable positions and perform similar negotiating functions, while formally similar expressions may function differently depending on their sequential context. Structural comparison therefore requires a common functional basis.

The present study aims to examine the structural organization of English and Uzbek business negotiations by identifying the relationship between macrostructural progression, thematic negotiation cycles, and individual communicative actions. Particular attention is given to the way these levels interact and to the recurrence of previously activated issues and positions during negotiation.

Linguistic research into business negotiation has consistently demonstrated that its structure is interactionally constructed. Ehlich and Wagner (1995) brought together studies addressing negotiation as a discourse type and examining discourse structures, sequencing patterns, disagreement, and intercultural interaction. Wagner (1995), in particular, approaches negotiation as a communicative activity whose identity emerges from the organization of interaction rather than from any single linguistic form. The volume also contains dedicated analyses of international sales interaction, seller-buyer discourse and sequencing patterns, demonstrating the importance of structural and sequential organization in negotiation research.

Firth (1995) examines telephone-based business negotiation and demonstrates how negotiating activity and meaning are collaboratively accomplished through communicative interaction. This perspective is particularly relevant to structural analysis because individual contributions acquire their negotiation value through their relationship with preceding and subsequent actions. Similarly, Charles (1996), using six authentic audio-recorded British business negotiations, demonstrates that the organization and rhetoric of negotiation are interconnected with the business

relationship between participants.

Subsequent studies have expanded the interactional perspective. Planken (2005), for example, shows that professional and aspiring negotiators differ in how interpersonal and rapport-management resources are distributed across negotiation interaction. Her findings also indicate that communicative behaviour may vary according to the stage of negotiation, reinforcing the importance of analysing linguistic choices within their interactional position rather than in isolation.

More recent work continues to challenge overly linear interpretations of negotiation. Thomas et al. (2020) argue from an interactional business perspective that business negotiation should not be reduced to a discrete linear episode oriented only toward a single transaction. Schoop (2021), reviewing negotiation communication research, similarly emphasizes the need to understand negotiation through its communicative processes rather than focusing exclusively on decision outcomes.

Despite these contributions, a methodological issue remains for English-Uzbek comparative analysis: the global progression of negotiation, locally developing negotiation cycles, and individual communicative actions need to be examined within a common structural framework. The present study addresses this issue by distinguishing macro-, meso-, and microstructural levels while treating them as interacting components of a single negotiation process.

The study employs structural-discursive, sequential, and comparative methods. The empirical material comprises English and Uzbek business communication data representing different conditions and stages of negotiating activity. Electronic correspondence, contractual materials, and spoken negotiation data are treated as components of the empirical corpus rather than as a universal three-part classification of business negotiation genres.

Structural-discursive analysis is used to identify the functional organization of negotiation. Sequential analysis examines the relationships among communicative actions such as proposing, clarifying, objecting, justifying, modifying, counterproposing, accepting, and confirming. Comparative analysis establishes correspondences and differences between English and Uzbek data according to comparable functional positions rather than surface linguistic equivalence.

Three interconnected analytical levels are distinguished. The macrolevel represents the overall functional progression of negotiation; the mesolevel comprises thematic and negotiation cycles developing around particular issues or conditions; and the microlevel consists of individual communicative actions and their sequential relationships. This procedure makes it possible to determine both the internal organization of negotiation and the interaction between its global and local structures.

Results. The analysis demonstrates that the structural organization of business negotiation is both hierarchical and dynamic. At the macrolevel, negotiation generally develops from communicative initiation and the introduction of a negotiable issue toward the clarification and coordination of positions and, where possible, an agreed outcome. This progression establishes the global direction of negotiation but does not prescribe an identical sequence for every interaction.

At the mesolevel, the global process is organized through smaller thematic and negotiation cycles. A particular issue or condition may be introduced, evaluated, challenged, modified, and provisionally agreed upon before another parameter becomes active. A single business negotiation may therefore contain several locally organized cycles, each contributing to the development of the overall negotiation.

At the microlevel, these cycles are realized through interconnected communicative actions. Proposal, clarification, objection, justification, modification, counterproposal, acceptance, and confirmation do not function independently. Their structural significance depends on their sequential position and relationship with other actions. A counterproposal, for instance, simultaneously responds to a preceding proposal and introduces an alternative that requires a further response.

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Table 1. Comparative Structural Features of English and Uzbek Business Negotiations

Structural parameter	English data	Uzbek data	Comparative finding
 Macrostructure	Initiation → issue setting → negotiation → agreement/closure	Initiation → issue setting → negotiation → agreement/closure	Isomorphic: comparable overall functional progression
 Negotiation cycles	Individual issues generate local cycles within the negotiation.	Individual issues similarly develop through local cycles.	Isomorphic: global structure is formed through interconnected local cycles.
 Communicative actions	Proposal, clarification, objection, justification, modification, counterproposal, acceptance and confirmation.	Functionally comparable communicative actions are observed.	Isomorphic: comparable actions perform similar structural functions.
 Sequential organization	Responses may trigger clarification, modification or counterproposal.	Responses may likewise reopen or modify previously introduced conditions.	Isomorphic: interaction develops dynamically rather than through a fixed sequence.
 Recursive development	Earlier issues may be reactivated when conditions or alternatives change.	Previously discussed issues may similarly return to active negotiation.	Isomorphic: linear progression coexists with recursive return.
 Linguistic realization	Conditional and modal constructions are prominent in expressing relations between negotiated conditions.	Grammatical means interact with address forms, contextual justification and mitigation resources.	Allomorphic tendency: comparable functions may receive different linguistic-discursive realization.

Table 1. Comparative Structural Features of English and Uzbek Business Negotiations

The comparative analysis summarized in Table 1 indicates that the English and Uzbek data share several functional properties. Both demonstrate an overall progression toward the coordination of positions, the development of local cycles around individual negotiable parameters, and sequences constructed through mutually dependent communicative actions. These correspondences provide the basis for identifying an isomorphic tendency at the level of functional structural organization.

An important finding concerns the relationship between overall progression and recurrent movement. The analysed negotiation discourse does not develop through a rigid sequence in which each functional position is activated only once. A new condition, objection, alternative, or contextual change may reactivate an issue that has already been discussed. Such a return does not represent structural disruption; it constitutes part of the interactive organization of negotiation. In the analysed material, this movement may be represented as:

proposal → counterproposal → partial agreement → new condition → renewed discussion → revised counterproposal → agreement

The recurrence observed here is not a mechanical repetition of identical stages. Rather, a previously activated negotiable parameter returns under altered communicative conditions. Thus, negotiation combines two structural properties: a general progression from initial positions toward a negotiated outcome and the possibility of returning to earlier issues or functional positions. This relationship is described in the present study as linear-recursive development.

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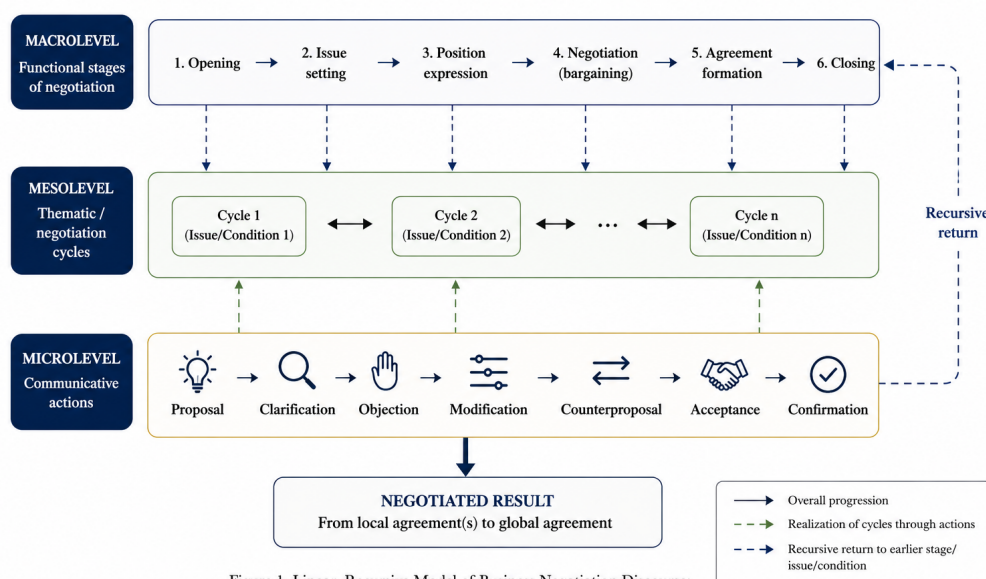


Figure 1. Linear-Recursive Model of Business Negotiation Discourse: Interaction of Macro-, Meso-, and Microlevels

Figure 1 represents the relationship among the three analytical levels. Macrostructural progression provides the overall direction of negotiation; mesostructural cycles organize particular negotiable issues; and microstructural actions realize those cycles through sequential interaction. Local agreements reached within individual cycles may contribute cumulatively to a broader negotiated outcome, while changes in conditions may reactivate earlier stages or issues.

Discussion. The comparative findings also indicate that structural correspondence does not necessarily entail identical linguistic realization. In both English and Uzbek materials, participants perform functionally comparable actions such as proposing, responding, modifying conditions, counterproposing, and moving toward acceptance. The linguistic resources through which these functions are performed, however, may differ.

In the analysed English material, conditional and modal constructions are prominent in explicitly relating proposed actions to negotiated conditions. In the Uzbek material, grammatical resources interact with forms of address, contextual justification, reference to the interlocutor's circumstances, and mitigating devices. These observations should not be generalized as fixed characteristics of English and Uzbek business cultures. Rather, they represent allomorphic tendencies within the analysed corpus and require further testing against a larger body of comparable data.

This distinction is methodologically significant. Functional correspondence should be established before differences in linguistic form are interpreted. Accordingly, two discourse units may be structurally comparable even when their lexical or grammatical realization differs. Conversely, formal similarity does not automatically indicate equivalent structural function. The macro-meso-micro framework therefore provides a common functional basis for comparing English and Uzbek negotiation discourse without reducing cross-linguistic analysis to direct form-to-form correspondence.

The study demonstrates that English and Uzbek business negotiations can be analysed through an interconnected macro-, meso-, and microstructural framework. Negotiation develops toward the coordination of positions while simultaneously allowing previously discussed issues and conditions to be reactivated, producing a linear-recursive pattern of structural development. The analysed English and Uzbek data reveal substantial correspondence in functional organization, particularly in the formation of negotiation cycles and sequential communicative actions, while differences emerge in linguistic-discursive realization. The proposed framework provides a structural basis for subsequent comparative analysis of the semantic and communicative-strategic dimensions of business negotiation discourse.

The comparative analysis of English and Uzbek business negotiations demonstrates that negotiation discourse possesses a multilayered and dynamic structural organization. Its development cannot be reduced to a rigid succession of fixed stages, since the general movement toward a negotiated outcome is continuously shaped by proposals, objections, clarifications, modifications, counterproposals, and partial agreements. Consequently, negotiation emerges as an interactional process combining sequential progression with recurrent communicative movements.

The analysis makes it possible to distinguish three interconnected levels of structural organization. The macrolevel reflects the overall functional development of the negotiation; the mesolevel consists of thematic negotiation cycles formed around particular issues or proposals; and the microlevel comprises individual communicative actions through which participants formulate and modify their positions. The interaction of these levels provides a more comprehensive explanation of negotiation structure than a model based exclusively on successive stages.

Conclusion. A significant finding of the study is the identification of linear-recursive development as a characteristic feature of the analyzed negotiation discourse. While both English and Uzbek negotiations demonstrate an overall orientation toward agreement, their development may involve returning to earlier issues, reformulating proposals, reconsidering conditions, and producing counterproposals. Recursion should therefore be regarded not as a disruption of

negotiation structure but as an inherent mechanism through which participants coordinate interests and gradually construct an acceptable outcome.

The comparison further indicates that English and Uzbek business negotiations share functional correspondences at the level of major communicative purposes and negotiation cycles, while differences emerge in their linguistic and discursive realization. Thus, the proposed macro-meso-micro framework provides a useful methodological basis for further comparative investigation of English and Uzbek business negotiation discourse, including its pragmatic, linguistic, and intercultural characteristics.

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