**ABSTRACT**

Interaction is a vital part of every business transaction. In creating an international agreement, communication being an important assignment can be very demanding. In business negotiation, interactions do not only evolve within the business and customers but also with the dealers and every stakeholders that is included in the business transaction. More and more transactions are cross-cultural in their nature. Cross-cultural negotiation is prone fail as the individuals involved in these transactions are ignorant on how to pact with individuals of different cultures. This paper seeks to explore differences in cross-cultural negotiation between Polish and Chinese business people.