

language, whereas for my staff and me, it is our second, third or fourth language. But he still expects us to work as fast as he can. I understand, and we certainly intend to finalize it as soon as possible. Once our Secretary agrees, I think it can go to the Planning Branch and then the Finance Ministry.

Foreign Advisor: *What the hell. First we make an agreement and then their side can't make a bloody decision 'till everyone's uncle has seen it! Look, I realize that things take a bit longer here, but couldn't we grease a few palms, so to speak, to get this through. My company does have a legal agreement, and any deadlines not met mean a slice off our profits.*

Nepalese Counterpart: *Here comes his patronizing again. He talks of legality, yet he is willing to pay bribes; does he have any principles? Also, power cuts reduce computer time to prepare documents. I have to kowtow to politicians' whims and divert staff time to nonessential pet projects. It's hard to motivate my staff to work hard when they receive such low salaries, over which I have no control. But he wouldn't understand. Of course I understand. We're really pushing to shape this final draft into a mutually acceptable document. Can I offer you some tea or coffee?*

Foreign Advisor: *Finally, a sound offer! But I need a cool one. A Coke would be nice if you have one.*

Nepalese Counterpart: *Sure we'll get you one. He wouldn't understand we don't have refrigeration like in his office; but to please him I'll send the peon out to buy one.*

(After refreshments and more conversation)

Nepalese Counterpart: *So, let's continue tomorrow when my assistant will also be able to be with us.*

Foreign Advisor: *It sure would be good to get this over and done with.*