



Handbook of Global and Multicultural Negotiation

By Christopher W. Moore, Peter J. Woodrow

John Wiley Sons Inc, United States, 2010. Paperback. Book Condition: New. 250 x 174 mm. Language: English . Brand New Book. Handbook of Global and Multicultural Negotiation provides advice and strategies for effective cross-cultural negotiations. Written from a multicultural perspective, this guidebook explores cross-cultural communication for problem solving and negotiations. This resource includes real-life stories and examples compiled from over thirty years of domestic and global experience from both authors, including Chris Moore, a well-known international negotiator and best selling author. This step-by-step guide to negotiation provides practical recommendations, advice, and globally proven strategies to promote coordination and agreement making for mediators, facilitators, business professionals, and lawyers.



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