

1. Record Nr.	UNINA9910337823303321
Autore	Jung Stefanie
Titolo	The Essentials of Contract Negotiation // by Stefanie Jung, Peter Krebs
Pubbl/distr/stampa	Cham : , : Springer International Publishing : , : Imprint : Springer, , 2019
ISBN	3-030-12866-0
Edizione	[1st ed. 2019.]
Descrizione fisica	1 online resource (250 pages)
Disciplina	346.02 658.4058
Soggetti	Law—Philosophy Law Psychology Commercial law Mediation Dispute resolution (Law) Conflict management Civil law Fundamentals of Law Law and Psychology Business Law Dispute Resolution, Mediation, Arbitration Civil Law
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Nota di contenuto	List of Abbreviaations -- List of Figures -- 1. Introduction and Instructions for Use -- 2. Preparation and Negogiation Process -- 3. Alphabetical List of Key Notions -- Cultural Differences in Negotiations - an Overview on the US, China and Germany -- Topic Lists, Bibliography, Index.
Sommario/riassunto	This book focuses on the tactics and strategies used in business-to-business contract negotiations. In addition to outlining general negotiation concepts, techniques and tools, it provides insight into relevant framework conditions, underlying mechanisms and also

presents generally occurring terms and problems. Moreover, different negotiating styles are illustrated using an exemplary presentation of negotiation peculiarities in China, the USA and Germany. The presented tactics and strategies combine interdisciplinary psychological and economic knowledge as well as findings from the field of communication science. The application scope of these tactics and strategies covers business-to-business negotiations as well as company-internal negotiations. The fact that this book does not necessarily stipulate any prior knowledge of the subject of negotiations also makes it highly suitable for nonprofessionals with a pronounced interest in negotiations. Nonetheless, it provides proficient negotiators with a deeper understanding for situations experienced in negotiations. This book also helps practitioners to identify underlying mechanisms and on this basis sustainably improve their negotiation skills.
