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Nota di bibliografia	Includes bibliographical references (p. 199-204) and index.
Nota di contenuto	The many ways of negotiating with governments -- Governments feel different: how negotiating with governments differs from negotiating with anybody else -- Getting ready to negotiate with a government -- The myth of the monolith: how government organization affects negotiations -- The political imperative: the special nature of government interests and how they affect negotiations -- Power tools for influencing government decisions -- Getting a little help from your friends: using third parties in government negotiations -- The deal is never done: renegotiating government agreements -- On the manner of negotiating with governments: some final advice.
Sommario/riassunto	A negotiation expert provides the blueprint for overcoming the special challenges of doing business with government.