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 Strategy; The Q&A Strategy; The S&O Strategy; Culture and Negotiation
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 Trust and Negotiation Strategy; S&O Strategy and the Holistic Mindset;
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 Strategy; Advice for Deal-Making Negotiations; When Trust Is Likely-
 Use Q&A; When Trust Is Unlikely-Use S&O; MESOs; Contingent
 Contracts; Using Substantiation; Summing Up Strategy for Deal-Making
 Negotiations; Intercultural Negotiations
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 Gains May Be Possible; Advice for Negotiating Interculturally; Moving on
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 Minimizing Costs; Emotions; Conflict and Confrontation in Dignity,
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 Cultures; Conflict and Confrontation in Face Cultures; Conflict and
 Confrontation in Honor Cultures; Interests, Rights, and Power: Three
 Strategic Approaches to Resolving Disputes; Interests; Rights
 Power How to Start a Dispute Resolution Negotiation; How to Change
 the Focus from Rights or Power to Interests; Using Third Parties in
 Dispute Resolution; Third Parties with Authority; Third Parties Without
 Authority; Excellent Dispute Resolvers; 5: Negotiating in Teams;
 Managing Procedural Conflict in Teams; Three Models of Teamwork;
 Subgroup Dominant Teamwork; Hybrid Teamwork; Fusion Teamwork;
 Using Negotiation Strategy to Manage Task Conflict and Make Decisions
 in Teams; Using Negotiation Concepts to Evaluate Team Decisions;
 Generating Information in Teams
 Negotiating to Integrate Information and Reach Decisions

Sommario/riassunto

A framework for anticipating and managing cultural differences at the negotiating table In today's global environment, negotiators who understand cultural differences and negotiation fundamentals have a decided advantage at the bargaining table. This thoroughly revised and updated edition of *Negotiating Globally* explains how culture affects negotiators' assumptions about when and how to negotiate, their interests and priorities, and their strategies. It explains how confrontation, motivation, influence, and information strategies shift due to culture. It provides strategic advi
