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Autore	Cellich Claude
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Nota di contenuto	Part 1. Introduction -- 1. Overview of global business negotiations -- Part 2. Negotiation environment and setting -- 2. Role of culture in cross-border negotiations -- 3. Selecting your negotiating style -- Part 3. Negotiation process -- 4. Prenegotiations planning -- 5. Initiating global business negotiations: making the first move -- 6. Trading concessions -- 7. Price negotiations -- 8. Closing business negotiations -- 9. Undertaking renegotiations -- Part 4. Negotiation tools -- 10. Communication skills for effective negotiations -- 11. Demystifying the secrets of power negotiations -- 12. Managing negotiating teams -- 13. Developing an organizational negotiation capability -- Part 5. Miscellaneous topics -- 14. Negotiating intangibles -- 15. Negotiating on the internet -- 16. Overcoming the gender divide in global negotiation -- 17. Strategies for small enterprises negotiating with large firms -- 18. Negotiating via interpreters -- Notes -- References -- Index.
Sommario/riassunto	Making deals globally is a fact of life in modern business. To successfully conduct deals abroad, executives need skills to negotiate with counterparts who have different backgrounds and experiences. This book provides international executives with the savvy they need to negotiate with finesse and ease, no matter where they are. It offers valuable insights into the fine points of negotiating, and guidelines on delicate issues that can influence a promising deal. This book is an

indispensable tool that provides know-how and expert strategies for striking favorable deals. The book emphasizes the importance of preparation and offers basic rules and checklists for staying on top in negotiations.

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