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Expressive -- The Russian Negotiator -- The Polish Negotiator -- The Romanian Negotiator -- The Slovak Negotiator -- Group E Moderately Deal- Focused - Formal - Variably Monochronic - Expressive -- The French Negotiator -- The Belgian Negotiator -- The Italian Negotiator -- The Spanish Negotiator -- The Hungarian Negotiator -- Group F Moderately Deal- Focused - Formal - Variably Monochronic - Reserved -- Negotiating in the Baltic States -- Group G Deal- Focused - Moderately Formal - Monochronic - Reserved -- The British Negotiator -- The Irish Negotiator -- The Danish Negotiator -- The Norwegian Negotiator.  
The Swedish Negotiator -- Danes and Swedes Through American Eyes -- The Finnish Negotiator -- The German Negotiator -- The Dutch Negotiator -- The Czech Negotiator -- Group H Deal- Focused - Informal - Monochronic - Variably Expressive -- The Australian Negotiator -- The Canadian Negotiator -- The U.S. Negotiator -- Resource List.

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