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Nota di contenuto	Intro -- Contents -- List of Figures -- List of Tables -- Acknowledgments -- List of Abbreviations -- I. The Theory and Tenets of Economic Persuasion -- 1. Introduction -- 2. Institutional Structures and Linkages: Managed Foreign Economic Policy -- 3. Extracting Domestic Resources: Reward Power -- II. German-Polish Reconciliation: A Case Study of Applied Economic Persuasion -- 4. Change through Rapprochement: From Isolation to Resolution -- 5. From Stabilization to Damage Limitation -- 6. From Ambivalent Adaptation to Normalization -- III. Conclusion -- 7. The Utility of Economic Persuasion: A Reappraisal -- Notes -- Bibliography -- Index.
Sommario/riassunto	How the government and private interests in Germany cooperated to create friendly relations with Poland before the fall of communism.