

1. Record Nr.	UNINA9910954955803321
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Titolo	Seven secrets for negotiating with government : how to deal with local, state, national, or foreign governments--and come out ahead // Jeswald W. Salacuse
Pubbl/distr/stampa	New York, : AMACOM/American Management Association, c2008
ISBN	9786611271282 9781680159196 1680159194 9781281271280 1281271284 9780814409725 0814409725
Edizione	[1st ed.]
Descrizione fisica	1 online resource (225 p.)
Disciplina	658.4/052
Soggetti	Negotiation in business Business and politics
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
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.