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Autore	Curry Jeffrey E. <1953->
Titolo	A short course in international negotiating : planning and conducting international commercial negotiations // Jeffrey Edmund Curry ; with contributing articles by Olaf Greifenhagen, "Jim" Chinh T. Nguyen, Yves A. Speeckaert
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Nota di contenuto	Intro -- Introduction -- Table of Contents -- CHAPTER 1 -- CHAPTER 2 -- CHAPTER 3 -- CHAPTER 4 -- CHAPTER 5 -- CHAPTER 6 -- CHAPTER 7 -- CHAPTER 8 -- CHAPTER 9 -- CHAPTER 10 -- CHAPTER 11 -- CHAPTER 12 -- CHAPTER 13 -- CHAPTER 14 -- CHAPTER 15 -- CHAPTER 16 -- CHAPTER 17 -- CHAPTER 18 -- CHAPTER 19 -- CHAPTER 20 -- CHAPTER 21 -- BIOGRAPHY.
Sommario/riassunto	This book provides the foundation for successful international negotiations. Whether buying a suitcase of sweaters in the Andes or negotiating a joint venture factory in China that will employ 3,000 workers, this book will prove to be invaluable.