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""Chapter 4 Cross-Cutting Issues in Negotiation
 """"Key Cultural Variables that Influence Negotiations""; ""Basic
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 Engages in Negotiations, and How?""; ""Power and Influence"";
 ""Conclusion""; ""Appendix: Sources of Power""; ""Part Two: A Step-by-
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 ""; ""Discussing Issues and Interests and Exchanging Information"";
 ""Cultural Patterns of Information Sharing""; ""Probing for Additional
 Information""; ""Conclusion""; ""Chapter 9 Problem Solving and Option
 Generation""; ""Clarification of Terms Related to Option Generation"";
 ""Timing of Option Generation""; ""Conducting Discussions on Issues"";
 ""Generating Options""
 ""Cultivating Attitudes of Cooperation""

Sommario/riassunto

Praise for Handbook of Global and Multicultural Negotiation ""In
 today's globalized world, few competencies are as essential as the
 ability to negotiate across cultures. In this insightful and practical book,
 Chris Moore and Peter Woodrow draw on their extensive global
 experience to help us understand the intricacies of seeking to reach
 intercultural agreements and show us how to get to a wise yes. I
 recommend it highly!"" William Ury coauthor, Getting to Yes, and
 author, The Power of a Positive No ""Rich in the experience of the
 authors and the lessons they share, we learn that culture is more