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""Chapter 4 Cross-Cutting Issues in Negotiation
""Key Cultural Variables that Influence Negotiations"; ""Basic Approaches to Negotiation"; ""Framing and Reframing"; ""Who Engages in Negotiations, and How?"; ""Power and Influence"; ""Conclusion"; ""Appendix: Sources of Power"; ""Part Two: A Step-by-Step Guide to Intercultural Negotiations
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""Identifying and Agreeing on Issues to be Discussed""
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""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
