



American Negotiating Behavior: Wheeler-Dealers, Legal Eagles, Bullies, and Preachers (Cross- Cultural Negotiation Books)

Richard H. Solomon, Nigel Quinney

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Informed by discussions and interviews with more than fifty seasoned foreign and American negotiators, this landmark study offers a rich and detailed portrait of the negotiating practices of American officials.

Including contributions by eleven international experts, it assesses the multiple influences—cultural, institutional, historical, and political—that shape how American policymakers and diplomats approach negotiations with foreign counterparts and highlights behavioral patterns that transcend the actions of individual negotiators and administrations.

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