

中美關係

THE UNITED STATES AND CHINA IN THE TWENTIETH CENTURY

Negotiating  
with the  
Chinese  
Communists

The United States Experience  
Kenneth T. Young

# Negotiating With The Chinese Communists

**Kenneth T. Young**

## Negotiating With The Chinese Communists:

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COMMUNISTS KENNETH T. YOUNG,1968 Negotiating with the Chinese Communists: The United States Experience,

1953-67 Kenneth T. Young,1968 **China and the Major Powers in East Asia** A. Doak Barnett,2001-09-19 The foreign

policy of the People's Republic of China has been dominated in recent decades by the problems of dealing with the other

major powers in East Asia Although many ideological political and economic aims have shaped particular Chinese policies

Peking's dominant concern has been national security Since the late 1960s its leaders have viewed the Soviet Union as the

primary threat to China and have pursued a distinctive Maoist balance of power strategy against it China's post Mao leaders

continue to give priority to strategic considerations and the problems of relations with the other major powers It cannot be

assumed however that they will simply continue past policies The recent changes both within China and in the broad pattern

of international relations in East Asia have created a new situation In this study A Doak Barnett analyzes in detail China's

bilateral relations with the Soviet Union Japan and the United States He also examines the changing nature of the four power

relationship in East Asia On this basis he discusses possible future trends in Chinese policy and the prospects for achieving a

more stable regional equilibrium **Chinese Negotiating Style** Lucian Pye,1992-02-18 How precisely do the Chinese

negotiate contracts and other agreements Do they follow conventions similar to those of European negotiators To the

Japanese Is there a pattern or style to their negotiations These are the types of issues examined and resolved in Pye's guide

The volume is based on extensive interviews with Americans and Japanese who have had considerable first hand experience

negotiating with the Chinese and an effort has been made to highlight the areas in which there has been the greatest amount

of confusion and misunderstanding for American business people Pye examines each step in the traditionally long negotiating

process from the first contacts to the responses after agreements have been reached With an emphasis on cultural

considerations and troubleshooting techniques Pye gives solid practical advice for business firms and individual negotiators

While the emphasis is on practical business negotiations anyone concerned with Chinese culture will find much to ponder in

this book **Chinese Communist Economic Infiltration Abroad** Wei-ya Chang,Weiya Zhang,1971 **Soviet and**

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States. Congress. Senate. Committee on the Judiciary,1951 **Negotiating with the Enemy** Yafeng Xia,2006-09-29 In this

account of Cold War politics and secret negotiations Negotiating with the Enemy chronicles the path toward a new era of

Chinese American relations The book makes full use of the available archival materials in China and the United States to shed new light on the remarkable period It traces the ups and downs of a complex relationship during a dangerous quarter century It closes with the dramatic episodes of Ping Pong diplomacy in spring 1971 Secretary of State Henry Kissinger's secret trip to Beijing in July 1971 and President Richard Nixon's historic 1972 meeting with Chairman Mao Zedong Here is a riveting and well researched account of high stakes diplomacy between superpowers

**BOOK JACKET** *How Can We Negotiate with the Communists?* Gerald Lee Steibel, 1972

**Looking Back at LBJ** Mitchell B. Lerner, 2005

Lyndon Baines Johnson ascended to the presidency in the wake of tragedy to lead the United States through one of its most violent and divisive decades His troubled presidency was marked by endless controversies over civil rights the Vietnam War foreign policy and law and order issues among others Nearly four decades later it's now possible to reexamine those controversies to illuminate as never before the achievements and failures of one of the nation's most misunderstood presidents Drawing upon a wealth of new sources including recently released phone conversations these authors shine a bright and probing light on LBJ's beleaguered White House tenure Collectively they reinforce the image of Johnson as a highly complex president whose very real achievements have been overshadowed by character flaws and events well beyond his control Four chapters focus on LBJ's foreign policies including a positive appraisal of his handling of the 1964 Panama Crisis but less favorable assessments regarding the downhill slide into Vietnam the Six Day War and policies toward the communist bloc Yet the authors generally depict a president who contrary to conventional views did not allow his domestic agenda to overshadow his efforts as chief architect of foreign policy Five other chapters focus on aspects of LBJ's domestic policies that have been largely neglected women's rights Native Americans agriculture civil disorder and fiscal policy Whether responding to urban riots or balancing different versions of the 1964 Farm Bill Johnson emerges as a president who never lost sight of the political ramifications of his actions and whose legacy is often more complicated than is usually recognized All of these writings attest to the complexities of Lyndon Johnson a larger than life leader whose guiding principles can't always be reduced to the catch phrases he himself and others have employed The new perspectives and revelations they provide point students scholars and presidential buffs alike toward a much more enlightened view of this fascinating figure

*Institute of Pacific Relations* United States. Congress. Senate. Committee on the Judiciary. Subcommittee to Investigate the

Administration of the Internal Security Act and Other Internal Security Laws, 1951 Investigates alleged communist control of the publications and international information exchange programs of the Institute of Pacific Relations Also investigates alleged communist attempts to influence U S Far East policy Includes discussion of Communist Party activities in Nazi

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