

# MAKING GLOBAL DEALS

NEGOTIATING  
IN THE INTERNATIONAL  
MARKETPLACE



JESWALD  
W. SALACUSE

# Making Global Deals

**K Payea**



## **Making Global Deals:**

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*Negotiating Globally* Jeanne M. Brett, 2012-10-15 When it was first published in 2001 *Negotiating Globally* quickly became the basic reference for managers who needed to learn how to negotiate successfully across boundaries of national culture This thoroughly revised and expanded second edition preserves the structure of the acclaimed first edition and improves upon it making it even easier to learn how to navigate national culture when negotiating deals resolving disputes and making decisions in teams Rather than offering country specific protocol and customs *Negotiating Globally* provides a general framework to help negotiators anticipate and manage cultural differences This new edition incorporates the lessons of the latest research with new emphasis on executing a negotiation strategy and negotiating conflict in multicultural teams The well received chapter on Government At and Around the Table has been expanded and updated with new examples that span the globe In this comprehensive resource Jeanne M Brett describes how to develop a negotiation planning document and shows how to execute the plan She provides a model that explains how the cultural environment affects negotiators interests priorities and strategies She provides benchmarks for distinguishing good deals from poor ones and good negotiators from poor ones The book explains how resolving disputes is different from making deals and how negotiation strategy can be used in multicultural teams *Negotiating Globally* challenges negotiators to expand their repertoire of strategies so that they will be able to close deals resolve disputes and get teams to make decisions

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*Global Deals* Jeswald W. Salacuse, 1991 Picking up where other negotiation books leave off this practical incisive handbook shows executives lawyers and government officials how to survive and thrive in today's highly competitive international marketplace Jeswald W Salacuse a professor of international law at Tufts University and a member of Harvard's Program on Negotiation draws on his business experience in more than thirty countries to provide business people with the techniques and strategies they need to successfully close an international agreement Making Global Deals explains how to overcome the obstacles the instability of the international market place and differences in culture ideology law politics and currencies and come out on top in any size venture Emphasizing careful preparation he provides checklists and ground rules for strengthening and maintaining a solid bargaining position and shows step by step how to achieve a win win solution

**Making Global Deals** Jeswald W. Salacuse, 1992      The Global Negotiator Jeswald W. Salacuse, 2003-07-04 Publisher Description      *Asiamoney*, 2005      *The Square Deal*, 1913      **International Oil and Gas Ventures** George E.

Kronman, Don B. Felio, Thomas E. O'Connor, 2000      The New International Encyclopædia Daniel Coit Gilman, Harry Thurston Peck, Frank Moore Colby, 1911      **International Review of Agricultural Economics**, 1923      Dun's International Review, 1926      The Essentials of International Public Law and Organization Amos Shartle Hershey, 1912

**The American Journal of International Law**, 1921 Vols for 1970-73 include American Society of International Law Proceedings no 64-67      *Conference of American Teachers of International Law*, 1926      *International Journal of Surgery*, 1910 Monthly index of surgery and gynecology in vol 9      *Public Policy*, 1905      **The International Encyclopaedic Dictionary ...**, 1901      *Bulletin of the International Railway Congress Association* International Railway Congress Association, 1910      **International Record of Medicine and General Practice Clinics** Frank Pierce Foster, 1885

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