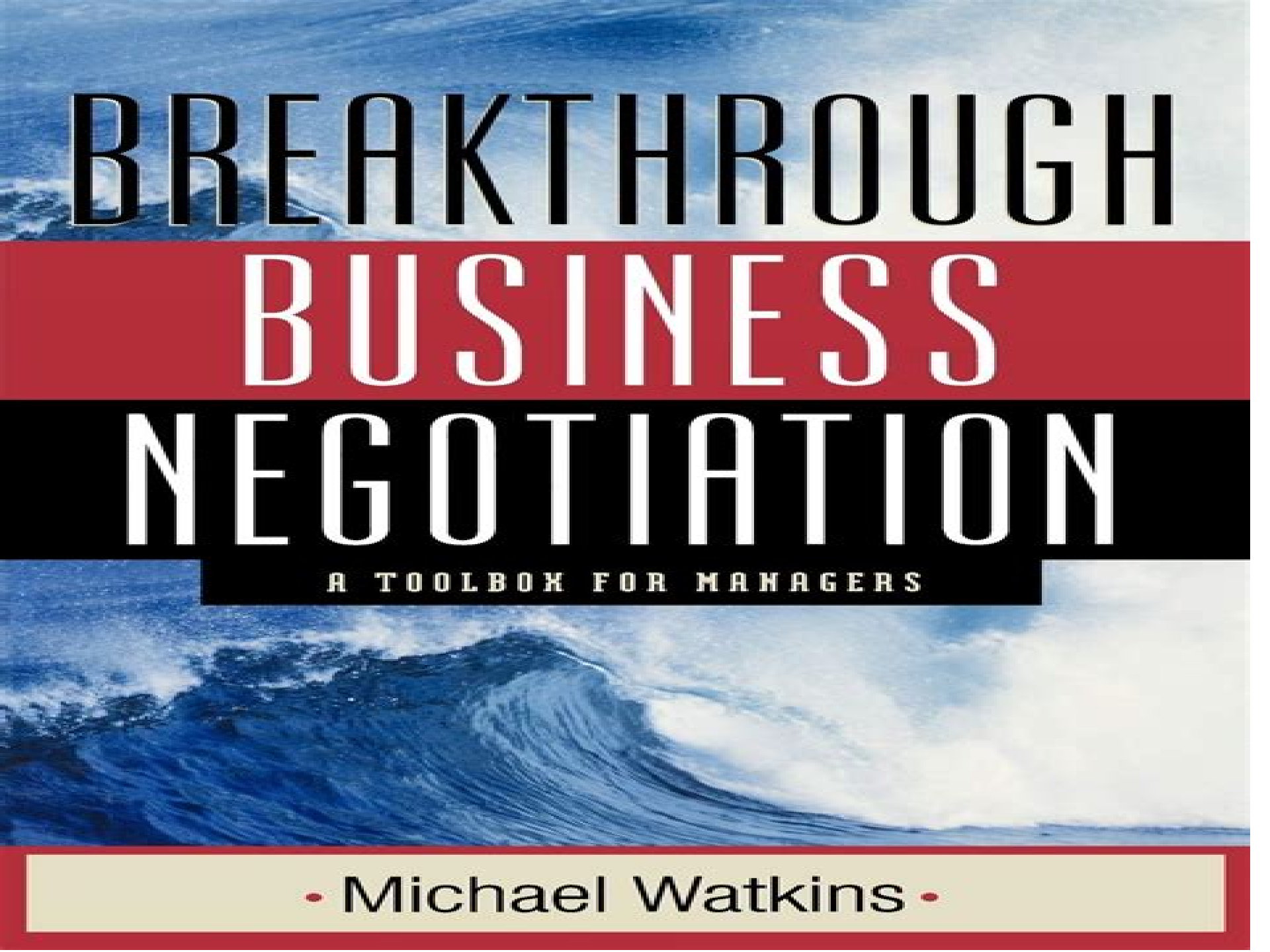




BREAKTHROUGH BUSINESS NEGOTIATION

A TOOLBOX FOR MANAGERS

• Michael Watkins •

Breakthrough Business Negotiation A Toolbox For Managers

Michael Watkins



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almost two thirds of its oil and was the world s largest host country for foreign investors America s interest in a more open and prosperous foreign market is now squarely economic This volume presents cases on five important trade negotiations all focused on making the rules or the process of establishing how the trade system would operate The cases not only explore the changing substance of trade agreements but also delve into the negotiation process They explore not just the what of trade but the who how and why of decision making By examining some of the most important recent negotiations the reader can come to understand not just the larger issues surrounding trade but how players seek to exert influence and how the system is evolving on a day to day basis This book presents a coherent description of the facts that will allow for discussion and independent conclusions about policies politics and processes Case Studies in US Trade Negotiation Volume 2

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