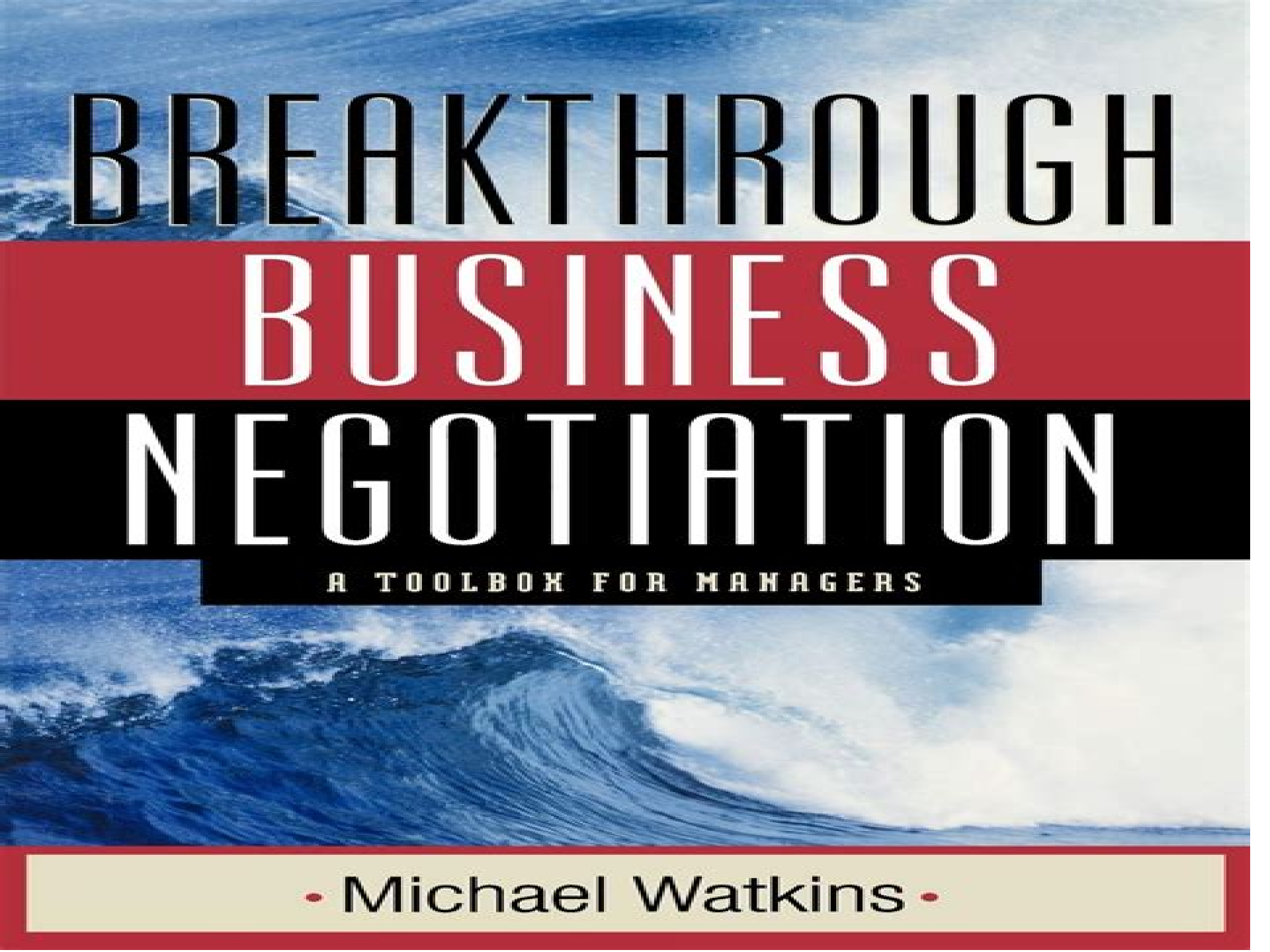




BREAKTHROUGH BUSINESS NEGOTIATION

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

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Charan Devereaux, Robert Z Lawrence, Michael D Watkins, 2006-09-01 Between 1992 and 2000 US exports rose by 55 percent By the year 2000 trade summed to 26 percent of US GDP and the United States imported 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 These case studies in multilateral trade policymaking and dispute settlement explore the changing substance of trade agreements and also delve into the negotiation process the who how and why of decision making These books present a coherent description of the facts that will allow for discussion and independent conclusions about policies politics and processes Volume 2 presents five cases on trade negotiations that have had important effects on trade policy rulemaking as well as an analytic framework for evaluating these negotiations

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