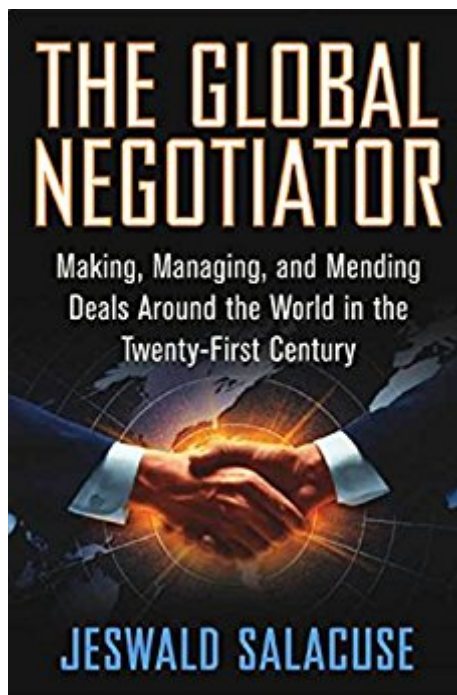


The book was found

# The Global Negotiator: Making, Managing And Mending Deals Around The World In The Twenty-First Century



## Synopsis

In today's global business environment, an executive must have the skills and knowledge to navigate all stages of an international deal, from negotiations to managing the deal after it is signed. The aim of *The Global Negotiator* is to equip business executives with that exact knowledge. Whereas most books on negotiation end when the deal is made, Jeswald W. Salacuse will guide the reader from the first handshake with a potential foreign partner to the intricacies of making the international joint venture succeed and prosper, or should things go poorly, how to deal with getting out of a deal gone wrong. Salacuse illustrates the many ways in which an international deal may falter and the methods parties can use to save it, provides the necessary technical knowledge to structure specific business transactions, and explores the transformations to the international business landscape over the last decade.

## Book Information

File Size: 1935 KB

Print Length: 321 pages

Publisher: St. Martin's Press; 1 edition (January 13, 2015)

Publication Date: January 13, 2015

Sold by: Digital Services LLC

Language: English

ASIN: B00QQFH5P6

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Enhanced Typesetting: Enabled

Best Sellers Rank: #507,312 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #60

in Kindle Store > Kindle eBooks > Business & Money > International > Exports & Imports #151

in Kindle Store > Kindle eBooks > Business & Money > International > Foreign Exchange #168

in Books > Business & Money > International > Exports & Imports

## Customer Reviews

Roger Fisher, Director of the Harvard Negotiation Project and author of *Getting to Yes*, has written for the book jacket that *The Global Negotiator* "...is the best book I know to help business negotiators expand their skills to meet the needs of negotiating internationally." It is high praise and

well deserved. The author, Jeswald W. Salacuse, is the Henry J. Braker Professor of Law at the Fletcher School of Law and Diplomacy, Tufts University, and a member of the Steering Committee of the Harvard Program on Negotiations. Professor Salacuse has an extensive background in international negotiations. He has participated in negotiations involving persons from over forty countries, spent years living abroad and explored the field of global negotiations through research and teaching involving hundreds of international executives, lawyers and officials. This is a guidebook about "making, managing, and mending international business transactions" (p.viii). Its aim, Professor Salacuse tells his reader, "...is to equip business executives, students, lawyers and government officials to navigate each of these stages effectively" (p.3). Unlike most books on the art of negotiating, Professor Salacuse goes far beyond making the deal and gives careful attention to managing and repairing deals once made. It is, therefore, a work with special insight and value for the negotiator. Let us examine some of these insights. The central issue in global negotiations, Professor Salacuse tells the reader, is about the nature of the deal itself. "Is it a contract or a relationship?" (p. 20). The answer to this seemingly simple issue should be at the heart of the preparation for any negotiation. Alas, far too often, it is a topic casually addressed by negotiators.

[Download to continue reading...](#)

The Global Negotiator: Making, Managing and Mending Deals Around the World in the Twenty-First Century  
Twenty-First-Century Kids, Twenty-First-Century Librarians  
The Origins of the Modern World: A Global and Ecological Narrative from the Fifteenth to the Twenty-first Century, 2nd Edition (World Social Change)  
Managing a Nonprofit Organization: Updated Twenty-First-Century Edition  
The Making of Urban Japan: Cities and Planning from Edo to the Twenty First Century (Nissan Institute/Routledge Japanese Studies)  
Build a Rental Property Empire: The no-nonsense book on finding deals, financing the right way, and managing wisely.  
Effective Apology: Mending Fences, Building Bridges, and Restoring Trust  
Girl, Get Your Credit Straight!: A Sister's Guide to Ditching Your Debt, Mending Your Credit, and Building a Strong Financial Future  
Mending the Soul: Understanding and Healing Abuse  
Mending the Soul Student Edition: Understanding and Healing Abuse  
You Can Negotiate Anything: The World's Best Negotiator Tells You How To Get What You Want  
Gender and Difference in a Globalizing World: Twenty-First-Century Anthropology  
When We Fight, We Win: Twenty-First-Century Social Movements and the Activists That Are Transforming Our World  
The World Is Flat: A Brief History of the Twenty-first Century  
Empire of Things: How We Became a World of Consumers, from the Fifteenth Century to the Twenty-First  
A New Brand World: Eight Principles for Achieving Brand Leadership in the Twenty-First Century  
Invitation to World Missions: A Trinitarian Missiology for the Twenty-first Century (Invitation to Theological Studies)

Series) The Agent: My 40-Year Career Making Deals and Changing the Game Building Wealth One House at a Time: Making it Big on Little Deals Business Negotiation: 20 Steps To Negotiate With Results, Making Deals, Negotiation Strategies, Get What You Want, When You Want It, Achieve Brilliant Results, Negotiation Genius, Leadership

[Dmca](#)