

How to negotiate anything with anyone anywhere around the world

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Abstrak

The ups and downs of negotiating can be challenging enough at home. But when people put themselves in another country-where the customs and conventions are often radically different-they've got a recipe for awkwardness and confusion at best, disappointment and disaster at worst. This new, updated edition of this long-trusted guide provides readers with the savvy they need to negotiate with finesse and ease, no matter where they are. The book provides expert advice on business practices, transactions, and attitudes throughout the world. Now expanded to include 63 countries, the book has been updated to reflect changes in the international scene as well as up-to-the-minute topics like foreign outsourcing and multicultural work teams that increasingly characterize present-day work relationships. Organized in an easy-to-access, quick-reference format, this bestselling guide is a passport to worldwide negotiation skills-and greater business success.