

Seven secrets for negotiating with government: how to deal with local, state, national, or foreign governments--and come out ahead

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Abstrak

Almost everyone has faced the frustrating task of negotiating with government -- local, state, national, or foreign -- at some point in their lives. Whether they are applying for a building permit from their local zoning board, trying to sell software to the U. S. Defense Department, looking for approval for a merger, or planning to set up a business in Limerick or Bangalore, businesspeople confront a unique set of challenges when dealing with any form of government.