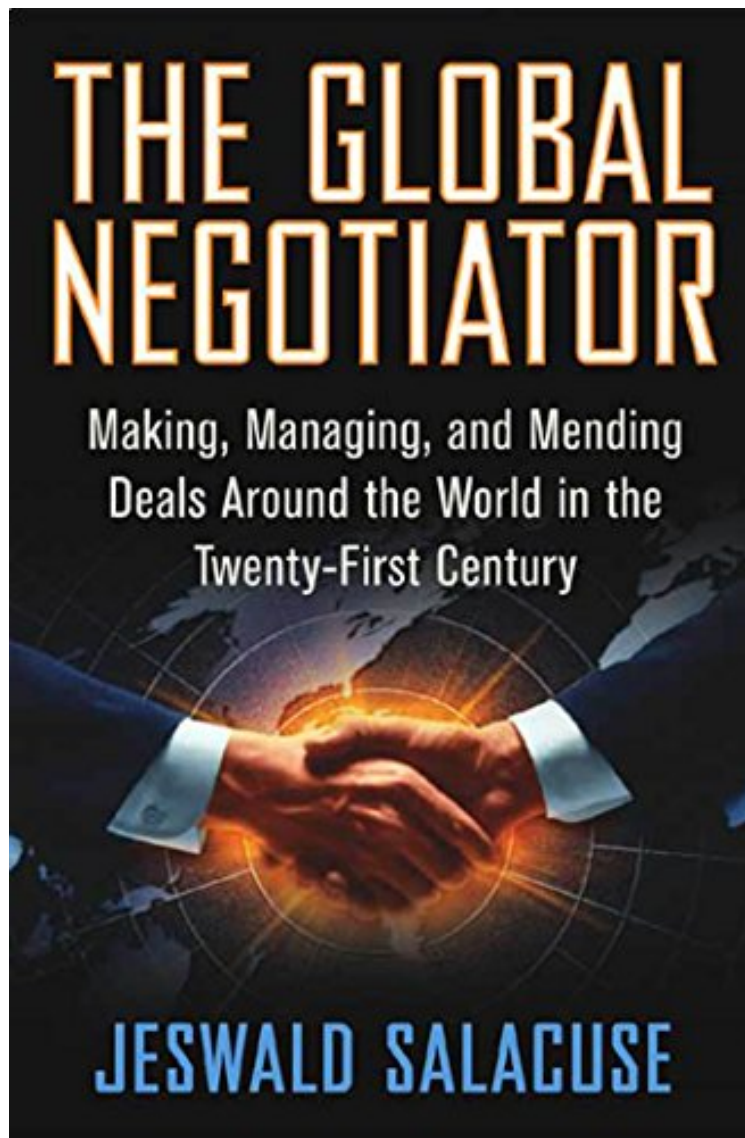


[Mobile book] The Global Negotiator: Making, Managing and Mending Deals Around the World in the Twenty-First Century

The Global Negotiator: Making, Managing and Mending Deals Around the World in the Twenty-First Century

Jeswald W. Salacuse

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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.

ldquo;This unique, outstanding guidebook breaks down the intricacies of international negotiations into understandable segments and provides the tools to ensure success in the creation, management, and remediation of international deals.rdqquo; Library Journal, Best Business Books 2003ldquo;This handbook offers advice covering the life of an international agreement...rdquo; Theodore Kinni, Richmond Times-Dispatchldquo;The Global Negotiator: Making, Managing, and Mending Deals Around the World is a unique and outstanding work filled with practical advice for anyone faced with negotiating a transnational deal or having to address issues that arise before, during or after the negotiation. I wish that Professor Salacuse's valuable book would have been available when I first began traveling the world to negotiate with governments and international entities over 25 years ago. This highly useful and easy to comprehend work provides a wealth of knowledge, normally gained only through years of success and failure in complex negotiations. Professor Salacuse breaks down the complexity of negotiations into understandable segments, providing the tools to ensure success in the creation, management and remediation of any type of international deal. This is a work that all professionals who are involved in global deal making should study and review every time they are involved in any part of an international transaction. The 'go to' resource for all global deal makers.rdqquo; Alan R. Crain, Jr., Vice President General Counsel, Baker Hughes Incorporatedldquo;This is the best book I know to help business negotiators expand their skills to meet the needs of negotiating internationally. It is a volume filled with wisdom, useful tools, and sound advice.rdqquo; Roger Fisher, Director, Harvard Negotiation Project, Co-author *Getting to Yes*. About the Author Jeswald W. Salacuse is a professor of law at the Fletcher School of Law and Diplomacy, Tufts University. He also teaches executive training programs sponsored by the Harvard Program on Negotiation. He is author of 11 books, including *Making Global Deals* and *The Art of Advice*. He lives outside of Boston, MA.