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Role Plays for International Negotiations

By Alexander Mühlen

Lit Verlag Jul 2015, 2015. Taschenbuch. Condition: Neu. Neuware - The perfect negotiator is said to be both assertive and flexible, endowed with a brilliant intellect and an amazing memory. But how do the rest survive in international business and diplomacy? It is just like succeeding at sports - talent may be 20 %; the rest is training. Here are fourteen exercises that you can do in class, all based on real-life cases. Steering through the phases of confrontation, competition, and cooperation will help you to resolve conflicts and achieve win/win results. As he did in his first book, *International Negotiations*, the author, an experienced diplomat, shows you step by step how to succeed in negotiations without being a genius. 256 pp. Englisch.



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