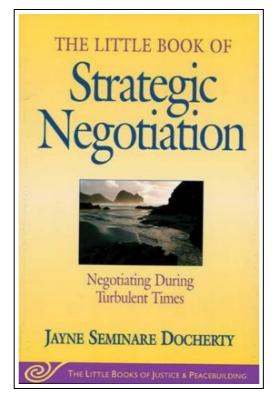
# Little Book of Strategic Negotiation: Negotiating During Turbulent Times (Paperback)



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## Reviews

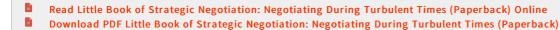
Thorough guideline for publication fanatics. Better then never, though i am quite late in start reading this one. I am just effortlessly could possibly get a delight of reading a created book.

(Terry Bailey)

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GOOD BOOKS, United States, 2005. Paperback. Condition: New. Language: English . Brand New Book. When negotiating an unstable situation where most of the fundamental factors are in uproarious change, one needs more than basic negotiating techniques. This book lays out steps for managing the complexities around negotiations in unstable settings. From an expert in the field. Most books on negotiation assume that the negotiators are in a stable settintg. But what about those far thornier times when negotiation needs to happen while other fundamental factors are in uproarious change— deciding which parent will have custody of their child while a divorce is underway; bargaining between workers and management during the course of a merger and downsizing; or establishing a new government as a civil war winds down. From Docherty s experiences in environmental/public policy negotiations and community development work. A title in The Little Books of Justice and Peacebuilding Series.



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