



# American Negotiating Behavior: Wheeler-Dealers, Legal Eagles, Bullies, and Preachers (Cross-Cultural Negotiation Books)

By Richard H. Solomon, Nigel Quinney

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Informed by discussions and interviews with more than fifty seasoned foreign and American negotiators, this landmark study offers a rich and detailed portrait of the negotiating practices of American officials. Including contributions by eleven international experts, it assesses the multiple influences cultural, institutional, historical, and political that shape how American policymakers and diplomats approach negotiations with foreign counterparts and highlights behavioral patterns that transcend the actions of individual negotiators and administrations.

*American Negotiating Behavior* is a truly unique study of the American negotiator because it explores the foreign perception of American negotiators. Zbigniew Brzezinski, Center for Strategic and International Studies

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## **American Negotiating Behavior: Wheeler-Dealers, Legal Eagles, Bullies, and Preachers (Cross-Cultural Negotiation Books)** By Richard H. Solomon, Nigel Quinney Bibliography

- Sales Rank: #1177541 in Books
- Brand: United States Institute of Peace
- Published on: 2010-04
- Original language: English
- Number of items: 1
- Dimensions: 10.22" h x .82" w x 4.90" l, 1.36 pounds
- Binding: Paperback
- 376 pages



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## **Editorial Review**

### **Review**

A goldmine of useful information and ideas that can help make American negotiators--and their counterparts more effective and the process of negotiations better understood. --George P. Shultz, Hoover Institution

This book is a goldmine for anyone interested in American negotiation styles and methods, analysed by two perceptive co-authors and eight experienced international practitioners of diplomacy. One of many merits of the book is that it sets out the parameters for a future diplomacy, adapted to a world where dialogue and negotiations hopefully will be the primary tools for solving conflicts and global problems. --Jan Eliasson, Former Minister for Foreign Affairs of Sweden and President of the United Nations General Assembly

*American Negotiating Behavior* may well become the definitive primer on the art of effective cross-cultural negotiating. It should be an important part of the education of U.S. diplomat, as well as anyone engaged in international transactions. --Henry A. Kissinger, U.S. Secretary of State 1973-1977

### **About the Author**

Richard H. Solomon has had extensive experience negotiating with East Asian leaders. As assistant secretary of state for East Asian and Pacific affairs, he negotiated the first UN Permanent Five peacemaking agreement, for Cambodia, and led U.S. bilateral negotiations with Vietnam. Solomon was president of the United States Institute of Peace from 1992 to 2012. He is the author of seven books, including *Chinese Negotiating Behavior: Pursuing Interests Through Old Friends* (USIP Press) and coauthor of *American Negotiating Behavior: Wheeler Dealers, Legal-Eagles, Bullies, and Preachers* (USIP Press).

Nigel Quinney is president of The Editorial Group and a consultant to European and American think tanks, academic institutions, and multinational corporations. He has more than twenty years' experience as an editor, writer, and researcher in the fields of international relations and conflict resolution.

## **Users Review**

### **From reader reviews:**

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Reading a reserve tends to be new life style within this era globalization. With examining you can get a lot of information that can give you benefit in your life. Having book everyone in this world can share their idea. Guides can also inspire a lot of people. Plenty of author can inspire their own reader with their story or maybe their experience. Not only the storyline that share in the books. But also they write about the ability about something that you need example. How to get the good score toefl, or how to teach your children, there are many kinds of book that exist now. The authors on this planet always try to improve their ability in writing, they also doing some exploration before they write on their book. One of them is this American Negotiating Behavior: Wheeler-Dealers, Legal Eagles, Bullies, and Preachers (Cross-Cultural Negotiation Books).

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