



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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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.

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