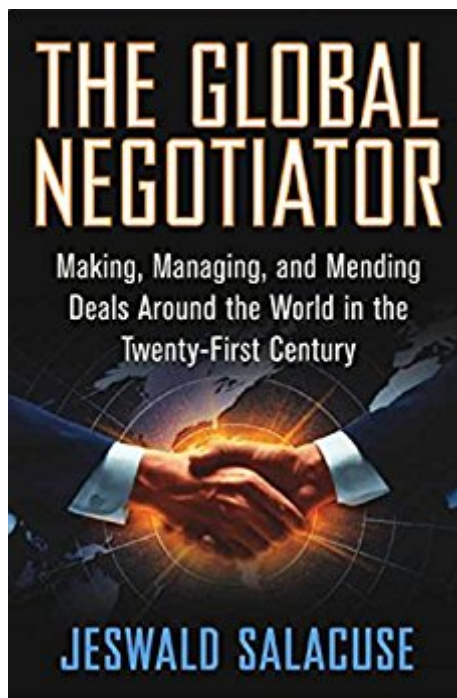


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# The Global Negotiator: Making, Managing And Mending Deals Around The World In The Twenty-First Century



## Synopsis

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.

## Book Information

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## Customer Reviews

Roger Fisher, Director of the Harvard Negotiation Project and author of *Getting to Yes*, has written for the book jacket that *The Global Negotiator* "...is the best book I know to help business negotiators expand their skills to meet the needs of negotiating internationally." It is high praise and

well deserved. The author, Jeswald W. Salacuse, is the Henry J. Braker Professor of Law at the Fletcher School of Law and Diplomacy, Tufts University, and a member of the Steering Committee of the Harvard Program on Negotiations. Professor Salacuse has an extensive background in international negotiations. He has participated in negotiations involving persons from over forty countries, spent years living abroad and explored the field of global negotiations through research and teaching involving hundreds of international executives, lawyers and officials. This is a guidebook about "making, managing, and mending international business transactions" (p.viii). Its aim, Professor Salacuse tells his reader, "...is to equip business executives, students, lawyers and government officials to navigate each of these stages effectively" (p.3). Unlike most books on the art of negotiating, Professor Salacuse goes far beyond making the deal and gives careful attention to managing and repairing deals once made. It is, therefore, a work with special insight and value for the negotiator. Let us examine some of these insights. The central issue in global negotiations, Professor Salacuse tells the reader, is about the nature of the deal itself. "Is it a contract or a relationship?" (p. 20). The answer to this seemingly simple issue should be at the heart of the preparation for any negotiation. Alas, far too often, it is a topic casually addressed by negotiators.

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