



How Germans Negotiate Logical Goals, Practical Solutions Cross-Cultural Negotiation Books

By W. R. Smyser

United States Institute of Peace. Paperback. Book Condition: New. Paperback. 268 pages. Dimensions: 9.0in. x 6.1in. x 0.8in. Drawing on interviews with dozens of European and American negotiators, *How Germans Negotiate* explores the roots of contemporary German negotiating behavior and identifies the stages through which negotiations typically pass. Using examples drawn from the past 50 years, Smyser illustrates Germany's abiding search for security, stability, and community. Germans are usually willing to make a mutually beneficial deal, but not before they've undertaken exhaustive research, presented a meticulous case, and satisfied their own demands for conceptual consistency. A separate chapter focuses on business and economic negotiations, which can be very different from diplomatic encounters. Smyser investigates a variety of recent cases, including discussions on global monetary policy and the Daimler-Chrysler talks, and discovers a tension between a traditional old style and a more predatory new style. The conclusion lays out basic strategies and tactical pointers and explains how to avoid mistakes. This item ships from multiple locations. Your book may arrive from Roseburg, OR, La Vergne, TN. Paperback.



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