

Librería
Bonilla y Asociados
desde 1950



Título:

Autor:

Precio: \$420.00

Editorial:

Año: 2006

Tema:

Edición: 1^a

Sinopsis

ISBN: 9780521679787

This innovative book sheds fresh light on three aspects of this otherwise opaque process: the strategies developing countries use; coalition formation; and how they learn and influence other participants' beliefs. This book will be valuable for many readers interested in negotiation, international political economy, trade, development, global governance, or international law. Developing country negotiators and those who train them will find practical insights on how to avoid pitfalls and negotiate better.