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The process of negotiation begins with the negotiators' opening moves and strategies and ends with some outcome. As they choose strategies, economic diplomats face a wider range of options than

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just cooperating or defecting. This chapter introduces a way to classify observed strategies that captures more of this range, while still simplifying.

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country and for all who may be affected by economic bargaining.

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Economics has become as important as security in international relations, yet we work with much less than full understanding of what goes on when government negotiators bargain over trade, finance, and the

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rules of international economic organizations. The process of economic negotiation shapes the world political economy, John S. Odell says, and this essential process can be understood and practiced

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Odell says, and this essential process can be understood and practiced better than it is now. His absorbing book compares ten major economic negotiations since 1944 that have involved the United States.

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Individuals in a formal leadership position, such as the chair of a multilateral negotiation, the head of a treaty Secretariat, or the host country lead facilitator, have varied in their brokerage...

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summary. It is often said economics has become as important as security in international relations, yet we work with much less than

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full understanding of what goes on when government negotiators bargain over trade, finance, and the rules of international economic organizations. The process of economic negotiation shapes the world

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Theoretically, Odell asserts
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negotiation in this type of diplomacy involves policies on production, movement or exchange of goods and services, investments (including ...

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negotiation refers to what finance and trade ministers and diplomats as a group joined sometimes by others do with one another last version negotiating the world economy uploaded by

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America needs to re-negotiate its contract with China

Some claims are specific to economic negotiations whereas others may apply more generally. Chapter 3

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highlights what most clearly makes economic negotiations distinct from those confined to political-military issues. This book's primary audience is scholars interested in the world's political economy.

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negotiators bargain over trade, finance, and the rules of international economic organizations.

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