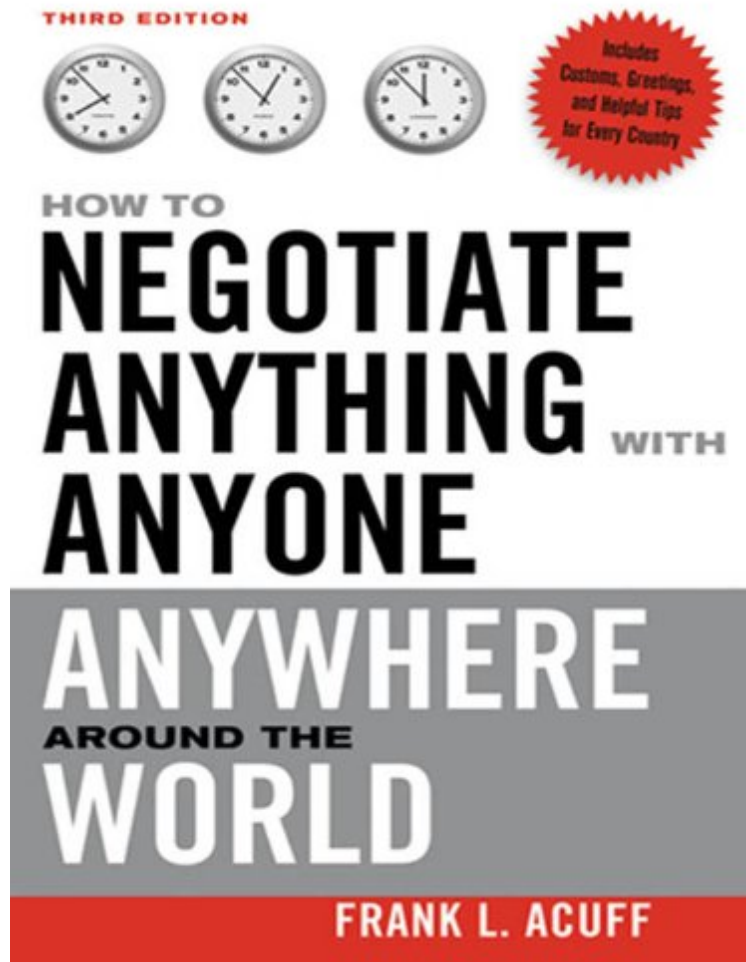


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# How to Negotiate Anything with Anyone Anywhere Around the World

Frank L. Acuff

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**Frank L. Acuff : How to Negotiate Anything with Anyone Anywhere Around the World** before purchasing it in order to gauge whether or not it would be worth my time, and all praised How to Negotiate Anything with Anyone Anywhere Around the World:

0 of 0 people found the following review helpful. Must read for any professional!By Lashundra WritesThis book teaches you how to do business with people all over the world. Must read even if you're not an entrepreneur.0 of 0 people found the following review helpful. Interesting Read for Global PerspectiveBy E. HamiltonA course I was viewing mentioned excerpts from this book so I was curious to learn more. I have enjoyed the read. My only wish is that there is an updated version of the book available to see how statistics and interaction may have changed over the years. I have been more mindful of my interactions with my global counterparts though on the chance the perception of business in the USA is still very litigious.0 of 0 people found the following review helpful. Not a good substitute for

common sense  
By Brian  
There are decent country references to cultural norms, yet, as I read it, I couldn't help but think that it was common sense. It may take the mystery out of international conversations, but most international-savvy business people will find this a tedious read.

The ups and downs of negotiating can be challenging enough at home. But when people put themselves in another country—where the customs and conventions are often radically different—they've got a recipe for awkwardness and confusion at best, disappointment and disaster at worst. This new, updated edition of this long-trusted guide provides readers with the savvy they need to negotiate with finesse and ease, no matter where they are. The book provides expert advice on business practices, transactions, and attitudes throughout the world. Now expanded to include 63 countries, the book has been updated to reflect changes in the international scene as well as up-to-the-minute topics like foreign outsourcing and multicultural work teams that increasingly characterize present-day work relationships. Organized in an easy-to-access, quick-reference format, this bestselling guide is a passport to worldwide negotiation skills—and greater business success.

From Publishers Weekly  
Acuff's knowledge of local business practices worldwide and his familiarity with many different cultures, customs and national psychologies is impressive and will be helpful to those working abroad in business, diplomacy and the military. In this useful and entertaining guide, Acuff, a professional negotiator, contends that each of 41 countries within six regions of the world economy and world investment networks calls for different and appropriate negotiating methods, pace and style—all clearly detailed in "Fast Fact" summaries and checklists for each nation. Attending to the manual's behavioral dos and don'ts (how deep to bow in Japan) and to sensitive topics of conversation (religion in Saudi Arabia) should help reduce friction and misunderstanding in U.S. relations abroad.  
Copyright 1992 Reed Business Information, Inc. "With valuable insights and critical dos and don'ts, global business travelers would do well to keep this book tucked in their carry-on at all times."  
—Houston Business Journal  
"Acuff's readable book is especially appropriate for business practitioners.  
Recommended."  
—Choice "As the title promises, author Frank Acuff pinpoints common negotiating mistakes and how to correct them. But what makes this book different is its inclusion of information on 63 different countries, their local customs and key negotiating pointers."  
--CareerBuilder.com  
About the Author  
Frank L. Acuff (Olympia Fields, IL) is Director of Management Development International, a Chicago area-based management consulting firm specializing in employee and management development. His negotiating experience spans the globe, and he regularly delivers seminars and keynote speeches about negotiating for businesspeople working for organizations in the public and private sectors throughout the world.