



# Negotiating Globally: How to Negotiate Deals, Resolve Disputes, and Make Decisions Across Cultural Boundaries

*Jeanne M. Brett*

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When it was first published in 2001, *Negotiating Globally* quickly became the basic reference for managers who needed to learn how to negotiate successfully across boundaries of national culture. This thoroughly revised and expanded second edition preserves the structure of the acclaimed first edition and improves upon it, making it even easier to learn how to navigate national culture when negotiating deals, resolving disputes, and making decisions in teams. Rather than offering country-specific protocol and customs, *Negotiating Globally* provides a general framework to help negotiators anticipate and manage cultural differences. This new edition incorporates the lessons of the latest research with new emphasis on executing a negotiation strategy and negotiating conflict in multicultural teams. The well-received chapter on "Government At and Around the Table" has been expanded and updated with new examples that span the globe. In this comprehensive resource, Jeanne M. Brett describes how to develop a negotiation planning document and shows how to execute the plan. She provides a model that explains how the cultural environment affects negotiators' interests, priorities, and strategies. She provides benchmarks for distinguishing good deals from poor ones and good negotiators from poor ones. The book explains how resolving disputes is different from making deals and how negotiation strategy can be used in multicultural teams. *Negotiating Globally* challenges negotiators to expand their repertoire of strategies so that they will be able to close deals, resolve disputes, and get teams to make decisions.

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