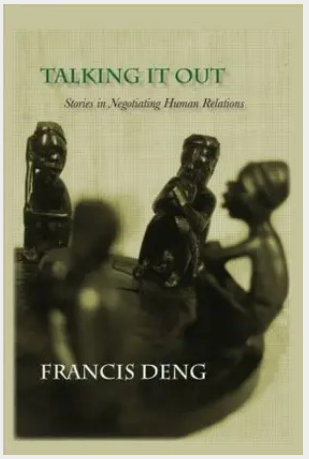
Deng

Talking It Out

Stories in Negotiating Human Relations

First published in 2006. The innovative work by Francis Deng, the noted scholar, diplomat, legal expert and author, moves the study of negotiation out of the limited traditional context of industrial relations and resituates it in the broader arena of negotiating human relations, drawing on his childhood experiences, inter-racial and cross-cultural encounters at home and abroad, and incidents from his diplomatic career.



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