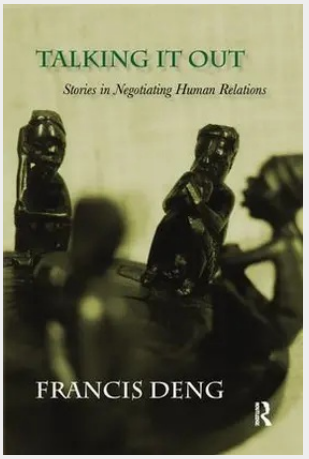
Deng

Talking It Out

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.



43,50 €
40,65 € (zzgl. MwSt.)

Nicht mehr lieferbar

Artikelnummer: 9781138983571
Medium: Buch
ISBN: 978-1-138-98357-1
Verlag: Taylor & Francis Ltd
Erscheinungstermin: 26.08.2016
Sprache(n): Englisch
Auflage: 1. Auflage 2016
Produktform: Kartoniert
Gewicht: 454 g
Seiten: 408
Format (B x H): 156 x 234 mm

Kundenservice Verlag Dr. Otto Schmidt KG
Neumannstraße 10, 40235 Düsseldorf | kundenservice@otto-schmidt.de | 0221-93738-997 (Inland)