



A color calibration bar with five vertical stripes (dark blue, light blue, green, orange, and dark orange) is positioned on the left. To its right is a photograph of three business professionals in an office setting, smiling and engaged in conversation.

# HANDBOOK OF GLOBAL AND MULTICULTURAL Negotiation



A large, dark blue, stylized globe is centered on the lower half of the cover, showing the outlines of continents.

Christopher W. Moore  
Peter J. Woodrow



# Handbook Of Global And Multicultural Negotiation

# Handbook Of Global And Multicultural Negotiation

**Joyce S. Osland, B. Sebastian  
Reiche, Martha L. Maznevski, Mark E.  
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## **Handbook Of Global And Multicultural Negotiation Handbook Of Global And Multicultural Negotiation:**



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