



Handbook of Global and Multicultural Negotiation

Christopher W. Moore, Peter J. Woodrow

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Praise for Handbook of Global and Multicultural Negotiation

"In today's globalized world, few competencies are as essential as the ability to negotiate across cultures. In this insightful and practical book, Chris Moore and Peter Woodrow draw on their extensive global experience to help us understand the intricacies of seeking to reach intercultural agreements and show us how to get to a wise yes. I recommend it highly!"

William Ury

coauthor, *Getting to Yes*, and author, *The Power of a Positive No*

"Rich in the experience of the authors and the lessons they share, we learn that culture is more than our clothing, rituals, and food. It is the way we arrange time, space, language, manners, and meaning. This book teaches us to understand our own culture so we are open to the other and gives us practical strategies to coordinate our cultural approaches to negotiations and reach sustainable agreements."

Meg Taylor

compliance advisor/ombudsman of the World Bank Group and former ambassador of Papua New Guinea to the United States of America and Mexico

"In a globalized multicultural world, everyone from the president of the United States to the leaders of the Taliban, from the CEO of Mittal Steel to the steelworkers in South Africa, needs to read this book. Chris Moore and Peter Woodrow have used their global experience and invented the definitive tool for communication in the twenty-first century!"

Vasu Gounden

founder and executive director, ACCORD, South Africa

"Filled with practical advice and informed by sound research, the Handbook of Global and Multicultural Negotiation brings into one location an extraordinary and comprehensive set of resources for navigating conflict and negotiation in our multicultural world. More important, the authors speak from decades of experience, providing the best book on the topic to date—a gift to scholars and practitioners alike."

John Paul Lederach

Professor of International Peacebuilding, Kroc Institute, University of Notre Dame

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