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Bargaining for Advantage

Negotiation
Strategies
for Reasonable
People



G. RICHARD SHELL

Director of THE WHARTON EXECUTIVE NEGOTIATION WORKSHOP

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Kenneth R. Schreiber, 2004 *Asia's Changing International Investment Regime* Julien Chaisse, Tomoko Ishikawa, Sufian Jusoh, 2017-10-24 This book focuses on the Asia Pacific region delineating the evolving dynamics of foreign investment in the region It examines the relationship between efforts to increase foreign direct investment FDI and efforts to improve governance and inclusive growth and development Against a background of rapidly developing international investment law it emphasises the need to strike a balance between these domestic and international legal frameworks seeking to promote both foreign investment and the laws and policies necessary to regulate investments and investor conduct Foreign investments play a pivotal role in most countries political economies and in order to encourage cross border capital flows countries have taken various steps such as revising their domestic legal frameworks liberalising rules on inward and outward investment and creating special regimes that provide incentives and protections for foreign investment Alongside the developments in domestic laws countries have also taken bilateral and multilateral action including entering into trade and or investment agreements Further the book explores regional investment trends highlights specific features of Asia Pacific investment laws and treaties and analyses policy implications It addresses four overarching themes the trends how Asia Pacific s agreements compare with recent global trends in the evolving rules on foreign investment what China is doing current investment arbitration practice in Asia and the importance of regionalising investment law in the Asia Pacific region In addition it identifies and discusses the research and policy gaps that should be filled in order to promote more sustainable and responsible investment The book offers a valuable resource not only for academics and students but also for trade and investment officials policy makers diplomats economists lawyers think tanks and business leaders interested in the

governance and regulation of foreign investment economic policy reforms and the development of new types of investment agreements

The Law of Investment Treaties Jeswald W. Salacuse, 2015 In this revised edition the nature history and significance of investment treaties are examined as well as their impact on international investors and investments and the governments that are party to them Recent treaties trends and controversy are also discussed

Public Procurement Reform and Governance in Africa S.N. Nyeck, 2016-06-29 This book presents an interdisciplinary exploration of the governance of public procurement reform in Africa Through a bottom up approach to case studies and comparative analyses scholars practitioners and social activists write about the organizational mechanisms and implementation gaps in public procurement governance in light of the general premises of national reform Reforming the ways in which government purchases works goods and services from the private sector is one of the most sweeping policy reform undertaken in Africa in the past decade Despite the transnational scope of policy change very little is known about the mechanisms of public procurement governance at the subnational level The argument in this volume is that policy reforms that mitigate contractual hazards along the three dimensional law politics business matrix are more likely to bring about meaningful institutional transformation and broader social accountability Key to substantive transformation of public procurement is the revitalization and professionalization of the public sector to meet the opportunities and challenges of development by contract

Soviet-American Dialogue in the Social Sciences National Research Council, Division of Behavioral and Social Sciences and Education, Office of International Affairs, Commission on Behavioral and Social Sciences and Education, Committee on Contributions of Behavioral and Social Science to the Prevention of Nuclear War, 1990-02-01

FCC Record United States. Federal Communications Commission, 2013

China's Foreign Relations and Security Dimensions Geeta Kochhar, 2018-03-19 China is the world's second largest economy and a key player in world politics This book looks at China's foreign policy from a macro perspective It analyses China's peripheral and regional policy as well as its relations with other major powers India and Russia It offers insight into the historical security concerns of China and the linkages of internal domestic issues with external diplomacy which reshape its relations with neighbouring countries The volume also examines President Xi Jinping's foreign policy orientations and aspirations for future In face of growing global concern on China's hegemonic ambitions in the region the book gauges the tensions between China and Japan in the South China Sea as well as the apprehensions of several smaller Asian countries that may perceive China's strategic and geo economic advantages and military strength as a threat This book will be useful to scholars and researchers of China studies politics foreign policy international relations military and strategic studies defence and security studies area studies and political studies

Global Justice and International Labour Rights Yossi Dahan, Hanna Lerner, Faina Milman-Sivan, 2016-04-15 Despite the growing global consensus regarding the need to ensure minimal labour standards such as adequate safety and health conditions freedom of association and the prohibition of child labour millions of workers across the world continue to work in horrific

conditions Who should be held responsible both morally and legally for protecting workers rights What moral and legal obligations should individuals and institutions bear towards foreign workers in their countries Is there any democratic way to generate regulate and enforce labour standards in a global labour market This book addresses these questions by taking a fresh look at the normative assumptions underlying existing and proposed international labour regulations By focusing on international labour as a particular sphere of justice it seeks to advance both the contemporary philosophical debate on global justice and the legal scholarship on international labour

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