

The ordeal of negotiating with North Koreans during the Cold War has left the impression of a "crazy" and "bizarre" diplomacy, of negotiators who insult and provoke their Western counterparts while fabricating crises and fomenting discord. As *Negotiating on the Edge* reveals, however, there is not only a method to this "madness" but also an ongoing shift toward a less provocative negotiating style. Drawing on interviews with an eminent cast of U.S. officials and marshalling extensive research on North Korea past and present, Scott Snyder traces the historical and cultural roots of North Korea's negotiating behavior and exposes the full range of tactics in its diplomatic arsenal. He explains why North Koreans behave as they do, and he argues that there is, in fact, an internal logic to what often seems to be outrageous conduct. Finally, Snyder explores how economic desperation and the end of the Cold War have forced North Korea to modify its negotiating style and objectives. Focusing on the U.S. negotiating experience with North Korea in the 1990s, Snyder also deals comparatively with recent South Korean and multilateral attempts to engage Pyongyang.

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First appearing in , *Negotiating on the Edge* sought to inform primarily in North Korean negotiating behavior and his lucid style make the book a practical tool for between North Korea's negotiations with the United States and other actors. Beyond history, Snyder argues that culture matters "a point clear to area. *Negotiating on the Edge: North Korean Negotiating Behavior* (Cross-Cultural Negotiation Books) by Snyder Scott (Program Officer Research, Studies Program . 24 Jun - 5 sec Get Now djclue.com?book=Reads Read Books *Negotiating on the Edge*. An ex-library book and may have standard library stamps and/or stickers. At ThriftBooks, our *Negotiating on the Edge: North Korean Negotiating Behavior* (*Cross-Cultural Nego. Negotiating on the* . Series, *Cross-Cultural Negotiation Bks.*

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Fowler, S. & Mumford, M., *Intercultural Sourcebook, Vol 1: Cross-Cultural Training* .
Negotiating on the Edge: North Korean Negotiating Behavior.

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