

# Soviet And Chinese Negotiating Behavior: The Western View

by Louis J Samelson

RICHARD H. SOLOMON. CHINESE. NEGOTIATING. BEHAVIOR. Pursuing Interests Through Chinas Response to the West: Three Sources of . the Sino—Soviet rift in 1960. .. The Chinese View a political negotiation as reconciling the. Western concepts of Soviet negotiating behavior - UBC Library . Center Occasional Paper - Chinese Negotiating Styles Russian Negotiating Behavior : Continuity and Transition (Cross . Normal view MARC view ISBD view. Soviet and Chinese negotiating behavior the western view. by Samelson, Louis J. Type: materialTypeLabel BookSeries: Culture Communication Negotiation : Japan, China, and the Soviet . This thesis analyzes the Soviet negotiating techniques used in arms control negotiations with the . In his work on the Western view of Soviet and. -I. Chinese negotiating behavior, he asserts upon subjection to critical analysis, the systemic Russian Negotiating Strategy: Analytic Case Studies from SALT to START - Google Books Result 14 Oct 2011 . A survey of Western writings on Soviet negotiating behavior in the light of Sino-Soviet difficulties might help to improve East-West relations. Catalog of Copyright Entries. Third Series: 1977: January-June - Google Books Result

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