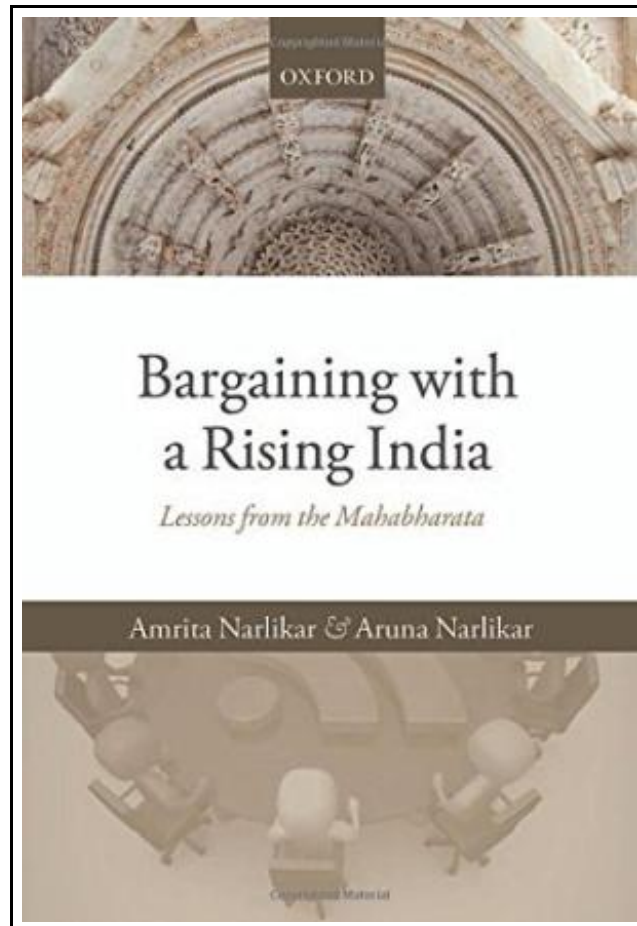


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Oxford. 1 Cloth(s), 2014. hard. Book Condition: New. As India's economic and political influence grows, so does the need to negotiate effectively with this emerging world power and to understand the negotiating culture in which India's bargaining behavior is embedded. Political economist Amrita Narlikar and Indian literature scholar Aruna Narlikar trace and compare the roots of India's intellectual thinking process and behavior during ancient times and the modern day; in particular their book brings India's ancient bargaining techniques to life through a lively recounting of the stories of the Mahabharata, a classical Sanskrit text. "National cultures and international bargaining behavior are too often linked using stereotypes and anecdotes. Narlikar and Narlikar offer for the first time a comprehensive and convincing view of the traditional negotiating culture of one rising power, India, and the effects of that culture on contemporary international negotiations." Miles Kahler 238.



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