



HOW PAKISTAN NEGOTIATES WITH THE UNITED STATES, RIDING THE ROLLER COASTER

By HOWARD B. SCHAFFER, TERESITA C. SCHAFFER, STEPHEN P. COHEN

Vanguard, 2011. Hardcover. Condition: New. "How Pakistan Negotiates with the United States is an impressive, insightful, and truly important book, especially for Americans who cannot decide whether Pakistan is America's friend or foe. They will learn that the issue is more complex and respective grievances are more reciprocal." How Pakistan Negotiates with the United States analyzes the themes, techniques, and styles that have characterized Pakistani negotiations with American civilian and military officials since Pakistan's independence. Drawing from their vast diplomatic experience, authors Teresita and Howard Schaffer examine how Pakistan's ideological core, geopolitical position, culture, and military and governmental structures shape negotiations with the United States. The authors address not only the process by which the two governments reach formal agreements, but also the overall conduct of official U.S.-Pakistani dialogue, the informal processes that have shaped their diplomatic relationship, and the periodic involvement of the United States in Pakistani domestic politics. This book offers concrete lessons and advice for U.S. officials on how to negotiate most effectively with Pakistan. This volume is the latest in a series of both conceptual and country-specific assessments of cross-cultural negotiating behaviour. Additional volumes in the Cross-Cultural Negotiation Series explore American, Iranian, Chinese, Russian, North Korean,...



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