International business negotiation is not a new topic, but the cross-cultural problems and misperceptions it engenders have only rarely been the subject of in-depth analysis. An initial discussion of this topic was included in the first edition of this book. We expanded those ideas and concepts in the second edition, five years later. This new third edition is intended to further expand on that discussion and is the outgrowth of continuing research within the ABA Section of International Law, not only on these issues, but also on the substantive legal differences that surround them.

The variations in personal and national style that are present in the range of chapters presented in this volume are considerable. Such chapters, however, also are an indication of the wealth of legal talent that exists across cultures in today's global village. The one common denominator of the contributors to this volume has been their willingness to work to a tight deadline and to produce high-quality work. The editors have benefited greatly from a generosity of effort and patience by our contributors.

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James R. Silkenat
New York, New York
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Jeffrey M. Aresty
Sudbury, Massachusetts

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