



Negotiation Basics for Cultural Resource Managers (Techniques & Issues Cult Resources Mgmt)

Nicholas Dorochoff

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Anyone in the cultural resource management world will tell you that much of the job is successfully negotiating consensus on a course of action between various stakeholders. In this volume, Nicholas Dorochoff offers the heritage management community the benefit of decades of thinking on negotiation where it is practiced daily?the business world. Brief, practical, and geared specifically for cultural resource managers, consultants, and other interested parties, the author slices the negotiation process into its various component parts and steps. In a workshop fashion, Dorochoff takes the reader through the negotiation process, showing where conflicts can arise, how they can be solved, and how a clear understanding of negotiation strategies can lead to successful resolutions. Real world examples, checklists, and resources are included. This handy guide can save cultural resource professionals from months of stalled negotiation on key projects.

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