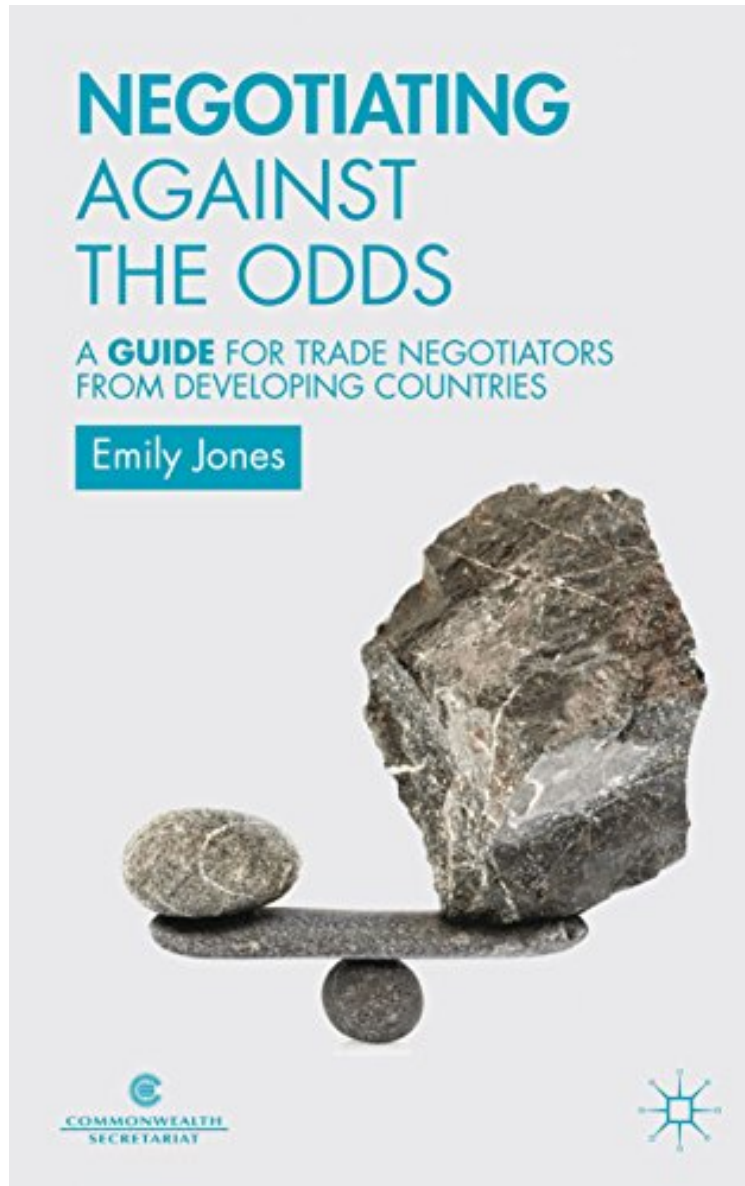


# Negotiating Against the Odds: A Guide for Trade Negotiators from Developing Countries

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Commonwealth Secretariat, E. Jones : Negotiating Against the Odds: A Guide for Trade Negotiators from Developing Countries before purchasing it in order to gage whether or not it would be worth my time, and all praised Negotiating Against the Odds: A Guide for Trade Negotiators from Developing Countries:

Drawing on the experiences of more than 100 developing country negotiators and the insights of leading academic studies, this guide brings together practical advice and lessons on ways to negotiate effectively with larger parties, and avoid common pitfalls.

"For anyone negotiating, this book is a must-read. With great clarity and intelligence, Emily Jones distils cutting-edge research and practical experience." - Professor Ngaire Woods, University of Oxford, UK "This guide provides useful insights as well as practical tactics to improve the negotiations capabilities of small and developing countries in the increasingly competitive global arena. It will quickly become essential reading for students, researchers and policy makers in the field of international relations and trade policy." - Keith Nurse, University of the West Indies, Barbados "This book will definitely serve as a practical guide to young negotiators and policy-makers in their attempts to strike the best deals for their governments and will also help their countries to cope with the challenges of globalisation. By sharpening their skills as good negotiators, they can aptly play the advocacy role in enhancing the voice and visibility of their countries no matter how small they may be." - Assad Bhuglah, Director, Trade Policy, Ministry of Foreign Affairs, Regional Integration International Trade, Mauritius "Against the Odds: A Guide to Trade Negotiators for Developing Countries reads like a how-to manual for negotiators committed to making a difference whatever their cause. It documents important proven, tried and true tactics and gives a lot of common sense down to earth advice. A 'must' read - interesting, informative and more ..." - Dr. Kathy-Ann Brown, Deputy Solicitor General Director, International Affairs, Jamaica "The continuing evolution of international production and trade relations is impelling continual adjustment of negotiating strategies by developing countries, while differentiation among developing countries themselves impels innovation in negotiating strategies. This book points the way for the variety of developing states to tackle problems specific to their particular characteristics, and is a significant addition, for the practitioner, to the literature on trade negotiation." - Vaughan A. Lewis, Emeritus Professor of International Relations, University of the West Indies, former Prime Minister of St Lucia, Special Adviser, Ministry of External Relations and International Trade, Government of St Lucia "If a trade negotiator could buy only one book on how best to do the job, this is the book. Jones draws on the best academic ideas to create an orderly framework for thinking about this complex process, and she describes many concrete cases, including insights from veterans, to illustrate effective moves and risks. A first-rate resource for training programs and even experienced negotiators, from large as well as small developing states." - John Odell, University of Southern California, USA

About the Author Emily Jones is acting Deputy Director at the Global Economic Governance Programme, University of Oxford, UK. Her research focuses on the political economy of trade negotiations between industrialized and developing countries. She was formerly a trade adviser in Ghana's Ministry of Trade and Industry, and has worked at the UK Department for International Development, Oxfam International, and as a consultant for the Commonwealth Secretariat.