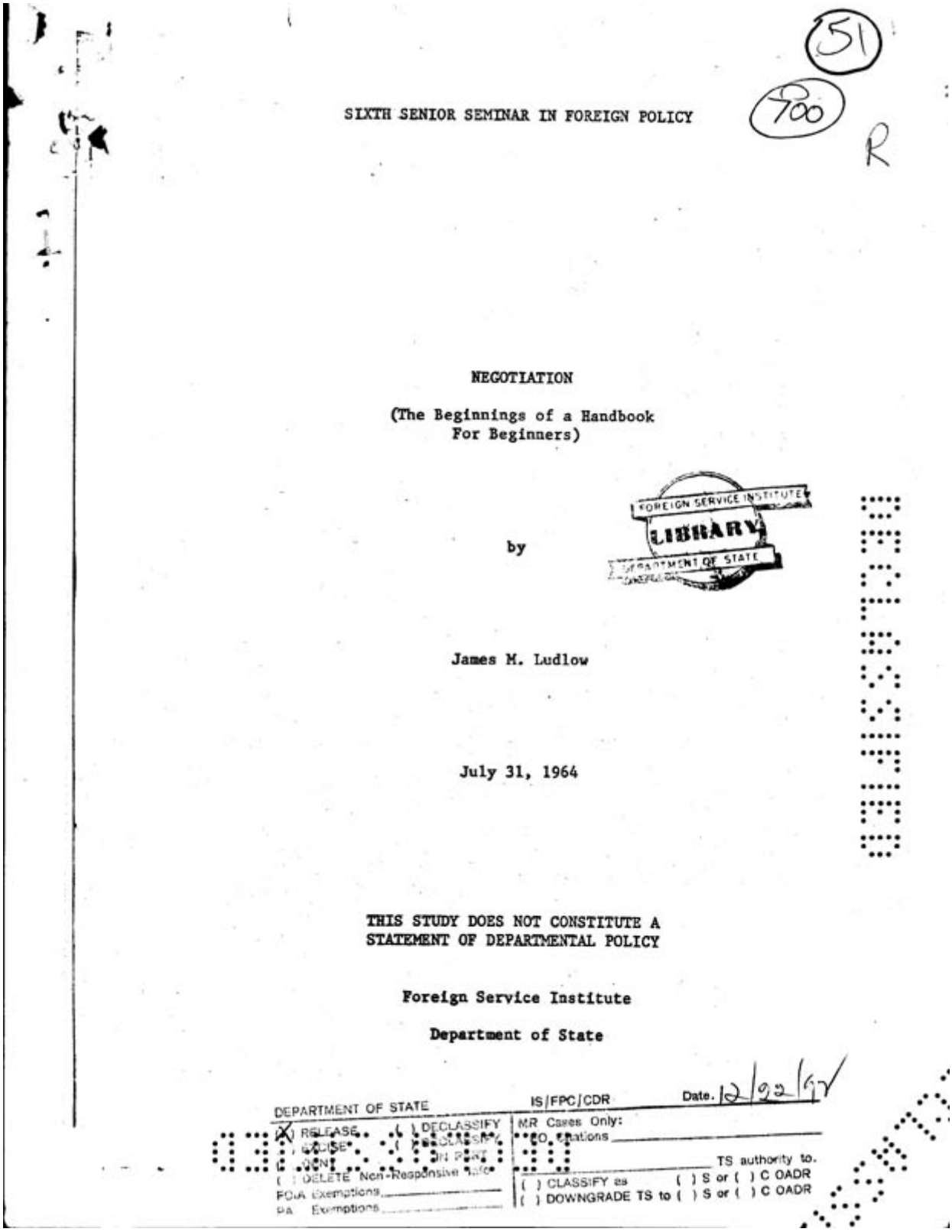
NAUTILUS INSTITUTE
FOR SECURITY AND SUSTAINABILITY

Negotiation (The Beginning of a Handbook For Beginners)



SIXTH SENIOR SEMINAR IN FOREIGN POLICY

NEGOTIATION

(The Beginnings of a Handbook
For Beginners)

FOREIGN SERVICE INSTITUTE
LIBRARY
DEPARTMENT OF STATE

by

James M. Ludlow

July 31, 1964

THIS STUDY DOES NOT CONSTITUTE A
STATEMENT OF DEPARTMENTAL POLICY

Foreign Service Institute

Department of State

DEPARTMENT OF STATE IS/FPC/CDR Date. 12/22/97
(X) RELEASE ( ) DECLASSIFY MR Cases Only:
( ) EXCISE ( ) CLASSIFY EO citations
( ) DENY ( ) IN PART
( ) DELETE Non-Responsive info TS authority to:
FOIA Exemptions ( ) CLASSIFY as ( ) S or ( ) C OADR
PA Exemptions ( ) DOWNGRADE TS to ( ) S or ( ) C OADR

Recommended Citation

"Negotiation (The Beginning of a Handbook For Beginners)", September 17, 2012, https://nautilus.org/foia-document/negotiation-the-beginning-of-a-handbook-for-beginners/

View this online at: https://nautilus.org/foia-document/negotiation-the-beginning-of-a-handbook-for-beginners/

Nautilus Institute
608 San Miguel Ave., Berkeley, CA 94707-1535 | Phone: (510) 423-0372 | Email: nautilus@nautilus.org