



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

*Commonwealth Secretariat, E. Jones*

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

Commonwealth Secretariat, E. Jones

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.

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