

**Japanese International Negotiating Style (Studies Of  
The East Asian Institute) By Michael Blaker**

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### **Chapter one**

colleagues in 1960s and 1970s) and EAEC (East Asia Economic Caucus, 2007-E-3, Waseda University Global Institute for Asian Regional Integration. 2 Kiichi Saeki, the former deputy president of the Institute of International Policy Studies, .. Blaker, Michael, 'Evaluating Japan's Diplomatic Performance,' in Gerald L.

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Berlin: Institute of Political Science at the Free University, 1968. in Japan." Asian Profile 2 (December 1974): 601 622. Blaker, Michael. Japanese International Negotiating Style. Comparative Political Studies 16 (January 1984): 529 555. . Japanese-Style Management Transferred: The Experience of East Asia.

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