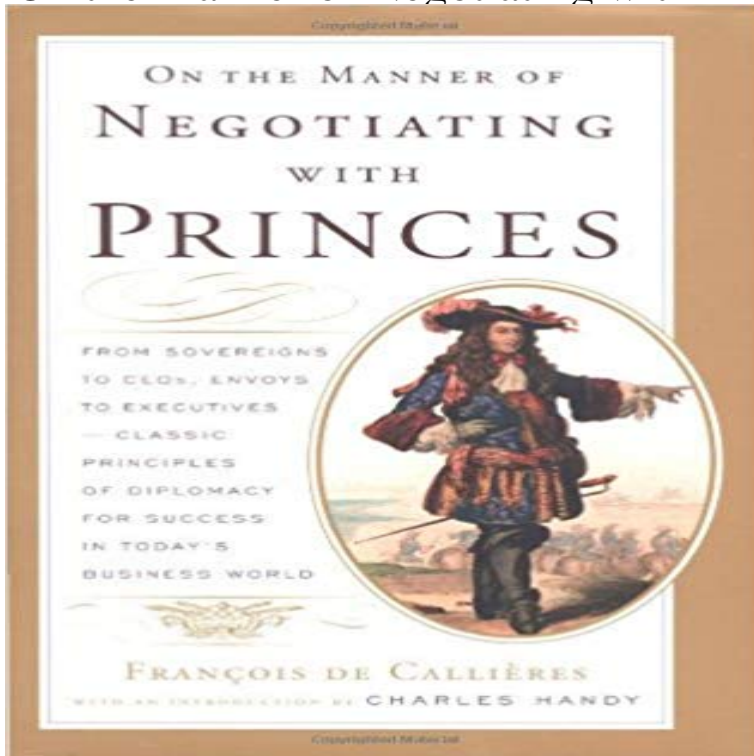


On the Manner of Negotiating with Princes



Three hundred years ago, the art of French diplomacy saved nations and enthroned kings. In today's business world, those same princely principles can make or break corporations and launch careers. Written in 1716 by the envoy extraordinary of Louis XIV, this sage and charming study of the art of negotiation is reputed to be the best manual of diplomatic methods ever written. Now, newly introduced by the leading management philosopher Charles Handy, *On the Manner of Negotiating with Princes* is certain to be a classic among business people around the world. The reason is simple: whether its palace politics in eighteenth-century France or office politics in a twenty-first-century global market, you need to know how to deal with people effectively. In these pages, de Callières sets forth a model for doing so both in business and in life -- a model that has stood the test of time. As entertaining as it is educational, this trusted handbook contains a wealth of useful advice, with sections including *The Personal Qualities of a Good Negotiator*, *The Fitting Mode of Address*, *The Cool Head*, *The Perils of Deceit*, *The Fatality of Bad Appointments*, *The Use of Compliments*, *Genius No Substitute for Good Manners*, and, of course, *The Value of Good Cheer*. *On the Manner of Negotiating with Princes* should prove as valuable in today's business world as it was in the days of princes and paupers.

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