



Why Doesn't He Use a Spoon?: A Guide to International Business Negotiation

By Søren Hilligsøe, Richard Pooley

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Editorial Review

About the Author

Søren Hilligsøe graduated from the Aarhus School of Business in 1978 with a Masters Degree in English. After graduating he started working as a lecturer at a business college, at the same time using his language skills as an official translator and interpreter. In 2001 he was approved as a trainer of negotiation skills at Management Centre Europe, Brussels. While on the faculty he facilitated both public programs and in-house programs for major European companies. **Richard Pooley** spent his early years in the UK, Qatar, Zambia, Kenya and Botswana, where he was a Voluntary Service Overseas teacher. After graduating from the University of Exeter in 1974 he worked for the UK's Ministry of Overseas Development in London and, for a short time, at the United Nations in New York. Richard became a partner of Canning in 1995 and Managing Director in 2005, leading the company to 100% employee ownership in 2009. He retired from the company in 2012 but continues to do specialist training and coaching

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