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If you engage in international negotiation, you can improve your odds of success by learning from these 10 well-known international business negotiation case studies: [Click here to download your copy of International Negotiations: Cross-Cultural Communication Skills for International Business](#) ...More than 200 role-play simulations are available through the Program on Negotiation Teaching Negotiation Resource Center. These put participants in hypothetical situations and challenge them to deliberate and make decisions in new and different ways. Role-play simulations foster both individual and collective learning that can be transferred to “real world” situations. When Tony Hayward became CEO of BP, in 2007, he vowed to make safety his top priority. Among the new rules he instituted were the requirements that all employees use lids on coffee cups while ...Lonnie Williams is an experienced trial lawyer representing clients in all aspects of their business. He has been recognized for excellence by his clients and peers. Lonnie’s track record of success with judges, juries, and arbitrators across the country gives him an edge in the courtroom and in other settings.