

(Download) Insider's Guide to Environmental Negotiation

## Insider's Guide to Environmental Negotiation

*Dale M. Gorczynski*

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#4571165 in Books CRC Press 1991-11-08Original language:English 9.50 x 6.25 x .75l, #File Name:  
0873715098256 pages | File size: 62.Mb

**Dale M. Gorczynski : Insider's Guide to Environmental Negotiation** before purchasing it in order to gage whether or not it would be worth my time, and all praised Insider's Guide to Environmental Negotiation:

A one-of-a-kind book that provides winning strategies from both corporate and environmentalist points of viewInsider's Guide to Environmental Negotiation reflects the author's more than 10 years of experience in environmental negotiation and reveals secrets previously known only to insiders familiar with what is needed to win in this volatile arena. The author has been personally involved in all of today's significant issues, including hazardous waste, environmental health, subsidence and flooding, air quality, and water and wastewater. The book provides critical insight into the negotiation process, both formal and informal, private and public. It also offers valuable tips on techniques, such as using the media to your best advantage and developing effective strategies. This practical, easy-to-read book is invaluable for industry personnel, environmental groups, expert witnesses, government officials, lawyers, lobbyists, consultants, politicians, and anyone else involved in the difficult art of environmental negotiation.