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6 Bargaining Tips and BATNA Essentials - Harvard University Figuring out how to negotiate in cross-cultural situations can seem like a daunting endeavor, and for good reason. Negotiating across the cultural divide adds an entire dimension to any negotiation, introducing language barriers, differences in body language and dress, and alternative ways of expressing pleasure or displeasure with the elements of a deal.

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Harvard Business Essentials

About the Professor. Michael Wheeler has taught Negotiation in Harvard Business School's MBA program since 1993, and has served as faculty chair of the required first-year MBA program. He is the author of 11 books, the most recent of which is The Art of

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