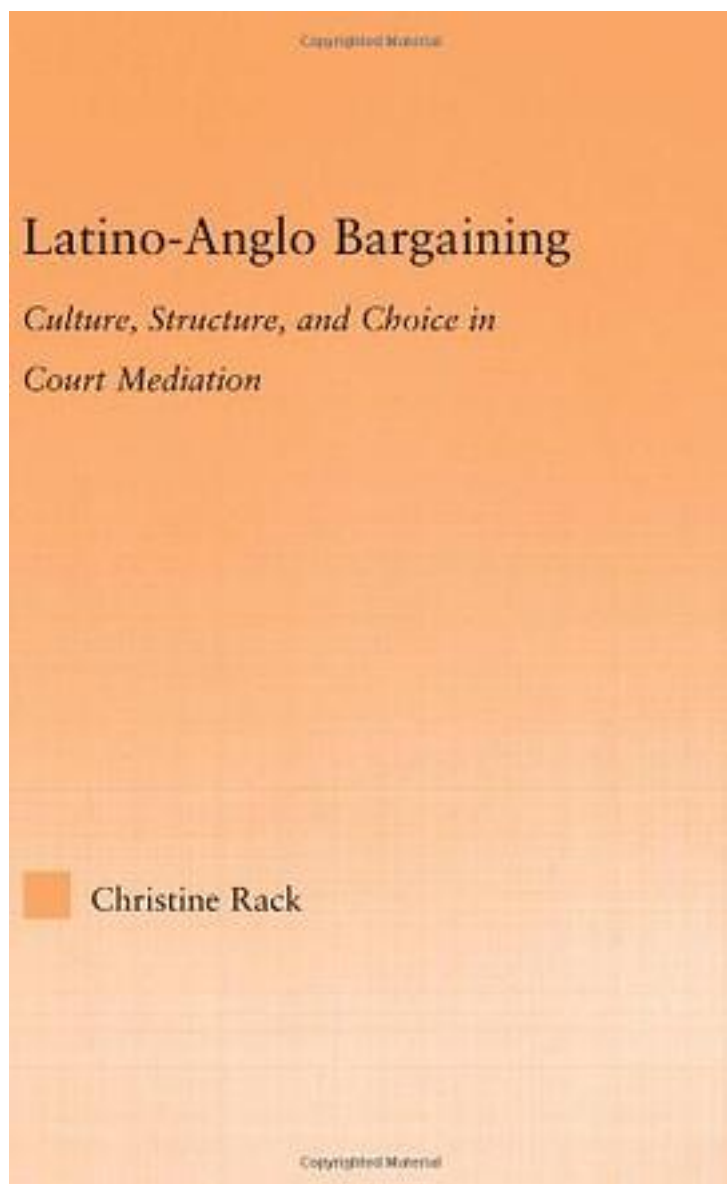


Latino-Anglo Bargaining



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著者: Rack, Christine

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This book shows the mechanisms by which cultural differences reinforce structural privilege and disadvantage in the informal process of mediated negotiation. Are all people equally likely to pursue their own material self-interest in the negotiation process used in small claims mediation? Did Latinos and Anglos bargain more generously with members of their own group? These central questions, derived from theories of ethnic and gender differences, concerned how, and to what degree, culture, structure, and individual choice operated to alter the goals, bargaining process and outcomes, expressed motivations and outcome evaluations for outsider groups. This book demonstrates how there are real cultural differences in the way that Latinos and Anglos pursue monetary justice that defy dominant assumptions that all culture groups are equally likely to maximize their own outcomes at the expense of others. Social-psychologists, political scientists, diplomats, philosophers and cultural analysts, in addition to sociologists, legal theorists and mediation practitioners would benefit from this insight into the fallacies of cynical assumptions about all other ethnic groups based on dominant cultural norms.

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