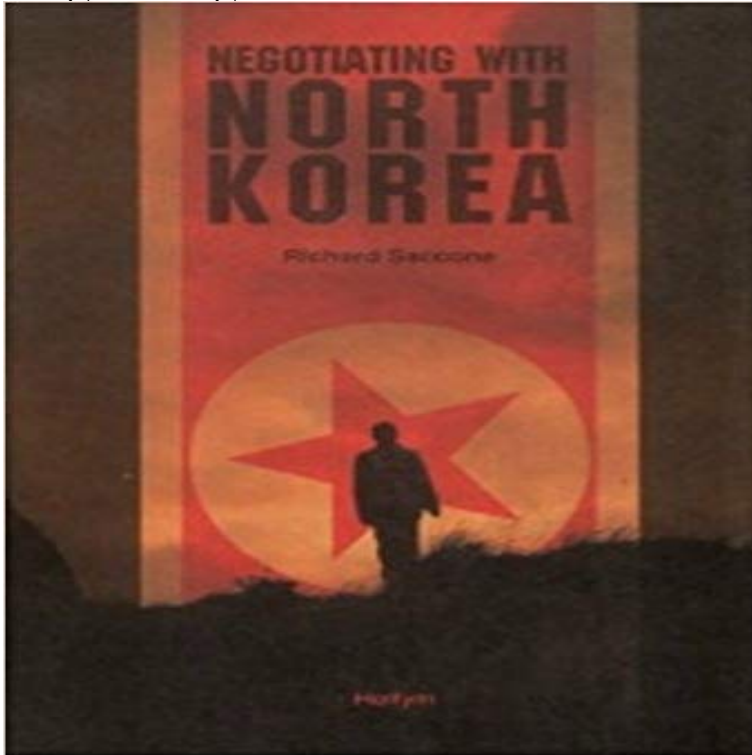


Negotiating With North Korea



Over the last five decades, North Koreans earned the reputation of enigmatic, tough and unyielding negotiators. US officials have frequently labeled their behavior irrational. Considering the current crisis involving the North Korean nuclear program a deeper understanding of North Korea is surely appropriate. Dr. Richard Saccone has dealt successfully with North Koreans in a variety of, often delicate, situations. His experience and research indicates North Koreans are frequently misunderstood and the difficulties in negotiating with them are partially fueled by ignorance and cultural misunderstanding as well as the confrontational nature of the U.S.- North Korean relationship. Negotiating with North Korea, documents actual North Korean negotiating tactics that provide valuable insight into their methods. He also discusses cultural differences that contribute to misunderstanding and often confrontation. Dr. Saccone attempts to answer the puzzling questions about North Korean negotiation behavior critical to resolving the delicate issues facing our two countries. He also provides an alternative framework for dealing with North Korea in the future.

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