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# **LURE THE TIGER OUT OF THE MOUNTAINS**

**The 36 Stratagems of Ancient China**

**Timeless tactics  
from the East for today's  
successful manager**

**GAO YUAN**

# Lure The Tiger Out Of The Mountains The 36 Stratagems Of Ancient China

**Shelia Hollihan-Elliot**



## **Lure The Tiger Out Of The Mountains The 36 Stratagems Of Ancient China:**

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how Asians approach negotiations Written by a truly international author both academic and practitioner with extensive experience in both Eastern and Western cultures this book offers a valuable resource for anyone who relies on successfully negotiating with Asian partners

L'arte della guerra e della strategia Leonardo Vittorio Arena, 2013-08-09 Per la prima volta riuniti in un unico volume sono presentati i grandi testi della tradizione sinogiapponese sulla strategia della guerra i cinesi Sun tzu e Sun Pin e i giapponesi Miyamoto Musashi Daid ji Y zan e Yamamoto Tsunetomo All'apparenza testi di natura militare sono in realtà opere che forniscono indicazioni preziose per la vita e per la gestione dei rapporti interpersonali Lette e studiate da uomini d'affari manager e politici queste pagine suggeriscono percorsi per raggiungere il benessere psicofisico partendo dall'assunto che prima che qualsiasi antagonista esteriore il nemico da sedare la propria mente Ispirate al taoismo al confucianesimo e al buddhismo queste opere hanno fornito spunti vivissimi per la vita e l'organizzazione del mondo occidentale divulgando gli aspetti di una cultura lontana ma ricca di fascino

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