

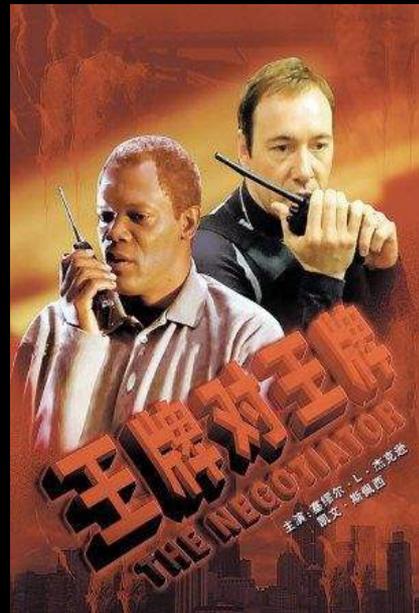
FILMS



REGENCY ENTERPRISES PRESENTS A MANDYVILLE FILM AN MCA/ABC REGENCY PRODUCTION
A CARY GRAY FILM SAMUEL L. JACKSON KEVIN SPACEY "THE NEGOTIATOR" DAVID MERRICK FROM BRITAIN JOHN SPENCER
J.T. WOLSH AND GRAHAM FINELL WITH CHRISTIAN WAGNER AND WILGER CROSS COSTUME DESIGNER RUSSELL CARPENTER, A.S.C.
EDITED BY DAVID NICKSAY ROBERT STONE AND ROSTER STONE EXECUTIVE PRODUCERS JAMES DI MONAZZO & KEVIN FOX
PRODUCED BY DAVID HERRHMAN AND ARNOLD MILCHAM DIRECTED BY CARY GRAY
www.starwreck.com
K
ONLY IN THEATRES - JULY 31

基本信息

剧情简介



谈判分析目录



假设谈判策略

我需要你去帮我问琳达
只有你一个人去

问她尼特在他死前那晚
也就是10月12日去了哪里

他和谁碰面，只要她跟你讲
他跟谁碰面

我会再给你一个人质
如果她不说，你什么都得不到

准备好我的人质

最后期限策略



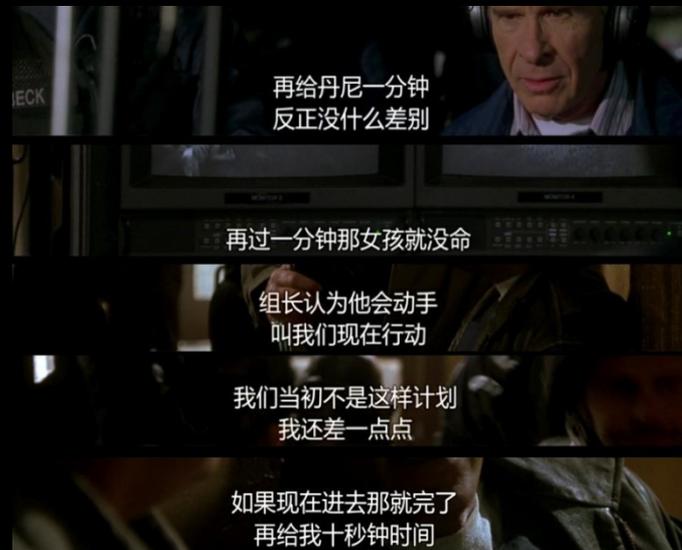
最佳替代策略



留有余地策略



规定时限策略



针对性原则



鼓动性原则



THANK YOU