

# How I Negotiated with North Korea

## Introduction

Negotiating with North Korea is a complex and challenging task. The country has a unique culture and history, and its leaders are known for their tough negotiating style. In this book, I draw on my own experiences negotiating with North Korea to provide insights into their negotiating tactics and how to build trust with them.

I first traveled to North Korea in 2003 as part of a delegation of American academics. We met with government officials, academics, and students, and discussed a wide range of issues, including the nuclear crisis, human rights, and economic reform. I was struck by the North Koreans' intelligence and their deep understanding of the issues we discussed. However, I was also aware of the challenges of negotiating with

them. They were often suspicious of our motives, and they were reluctant to make concessions.

Over the years, I have returned to North Korea several times, both as part of official delegations and as a private citizen. I have met with senior government officials, including the late leader Kim Jong-il and his son and successor, Kim Jong-un. I have also met with academics, students, and ordinary North Koreans. Through these interactions, I have developed a better understanding of the North Korean mindset and their negotiating style.

In this book, I share my experiences and insights with the hope of helping others to better understand North Korea and to negotiate with them more effectively. I believe that the key to successful negotiations with North Korea is to build trust and to be patient. We must also be willing to listen to their concerns and to understand their perspective.

North Korea is a complex and challenging country, but it is also a country with a rich history and culture. I believe that we can build a better future for both North Korea and the United States if we can learn to negotiate with them more effectively.

## Book Description

**How I Negotiated with North Korea** is a comprehensive guide to negotiating with North Korea. Drawing on his own experiences negotiating with North Korean officials, Pasquale De Marco provides insights into their negotiating tactics and how to build trust with them.

This book is essential reading for anyone who wants to better understand North Korea and its negotiating style. It is also a valuable resource for diplomats, businesspeople, and anyone else who is interested in building relationships with North Korea.

In this book, you will learn:

- The unique challenges of negotiating with North Korea
- The North Korean negotiating style
- How to build trust with North Korean officials
- How to overcome challenges in negotiations

- The future of negotiations with North Korea

Pasquale De Marco has spent years studying and negotiating with North Korea. He has a deep understanding of the country's history, culture, and politics. He is also a skilled negotiator who has successfully negotiated agreements with North Korean officials.

In **How I Negotiated with North Korea**, Pasquale De Marco shares his insights and experiences to help you better understand North Korea and to negotiate with them more effectively. This book is a valuable resource for anyone who wants to build a better future for both North Korea and the United States.

# Chapter 1: The Art of Negotiation

## Understanding the North Korean Mindset

North Korea is a unique and enigmatic country, and its people have a distinct mindset that can be difficult for outsiders to understand. In order to negotiate effectively with North Korea, it is important to have a basic understanding of their culture and history.

North Korea is a Confucian society, and Confucian values such as respect for authority, hierarchy, and tradition play an important role in shaping the North Korean mindset. North Koreans are also very proud of their country and their culture, and they are often suspicious of outsiders.

In addition to Confucianism, North Korea is also influenced by Marxism-Leninism. This ideology emphasizes the importance of collective action and the state, and it has led to a strong sense of nationalism among North Koreans.

The North Korean government has also played a role in shaping the North Korean mindset. The government controls all aspects of life in North Korea, and it has used propaganda to create a cult of personality around the Kim family. This has led to a deep sense of loyalty to the government and the Kim family among North Koreans.

Understanding the North Korean mindset is essential for effective negotiation. By understanding their culture, history, and values, you can better understand their negotiating style and how to build trust with them.

Here are some specific tips for understanding the North Korean mindset:

- Be respectful of North Korean culture and customs.
- Be patient and avoid making quick judgments.
- Be prepared to listen to the North Korean perspective.

- Be willing to compromise.
- Be persistent and don't give up easily.

By following these tips, you can increase your chances of success in negotiations with North Korea.

# Chapter 1: The Art of Negotiation

## Principles of Effective Negotiation

The principles of effective negotiation are essential for anyone who wants to be successful in this field. Whether you are negotiating a business deal, a contract, or a personal matter, the same basic principles apply.

**1. Preparation is key.** The more prepared you are for a negotiation, the more likely you are to achieve your desired outcome. This means doing your research, understanding the other party's interests, and developing a clear strategy.

**2. Build a relationship with the other party.** Getting to know the other party on a personal level can help to build trust and rapport, which can make the negotiation process smoother. This doesn't mean that you have to be friends with the other party, but it does

mean that you should be respectful and understanding of their perspective.

**3. Be clear about your goals.** Before you enter into a negotiation, it is important to know what you want to achieve. What are your goals? What are your bottom lines? Once you know what you want, you can start to develop a strategy for achieving it.

**4. Be flexible.** Things don't always go according to plan, so it is important to be flexible in your approach. Be willing to compromise and adjust your strategy as needed.

**5. Be patient.** Negotiations can take time, so it is important to be patient. Don't get discouraged if you don't get what you want right away. Keep working at it and eventually you will achieve your goals.

Negotiation is a skill that takes practice. The more you negotiate, the better you will become at it. So don't be afraid to get out there and start negotiating!

# Chapter 1: The Art of Negotiation

## Overcoming Cultural Barriers

Cultural barriers can be a major obstacle to successful negotiations. In the case of North Korea, there are a number of cultural differences that can make it difficult to build trust and reach agreement.

One of the most important cultural differences is the North Korean emphasis on hierarchy. In North Korea, there is a strict hierarchy in which everyone has a place. This hierarchy is based on factors such as age, gender, and social status. When negotiating with North Koreans, it is important to be aware of this hierarchy and to show respect for those who are above you in the hierarchy.

Another important cultural difference is the North Korean emphasis on saving face. In North Korea, it is considered very important to avoid losing face. This means that North Koreans may be reluctant to admit

mistakes or to make concessions. When negotiating with North Koreans, it is important to be patient and to avoid putting them in a position where they feel like they are losing face.

Finally, it is important to be aware of the North Korean emphasis on guanxi. Guanxi is a Chinese concept that refers to personal relationships. In North Korea, guanxi is very important, and it can play a major role in negotiations. When negotiating with North Koreans, it is important to build guanxi with them. This can be done by spending time with them, getting to know them, and showing them that you are interested in their culture.

By understanding and respecting North Korean culture, you can increase your chances of successfully negotiating with them.

**This extract presents the opening three sections of the first chapter.**

**Discover the complete 10 chapters and 50 sections by purchasing the book, now available in various formats.**

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