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International Negotiation: Actors, Structure/Process, Values (English) Hardcover. Condition: Brand New. Approx. Negotiations - International negotiations need the parties to follow legal, procedural, and political regulations of more than one nation. These laws and procedures are often. As the relative value of different currencies is not fixed, the actual value prices may vary, and result in unanticipated losses or gains. Each government tends to control the flow of its domestic and foreign currencies. Therefore, business deals should look for the governmental willingness to make its currency available. The role of international agencies in the negotiation process is indispensable. The agencies play a key role in finding an amicable and mutually beneficial negotiation. Organizations like the WTO have a big role in making the MNCs find a good solution to their international disputes.