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security, environment and the role and relevance of international organizations. - change and continuity in India's foreign policy and bilateral relations in the contemporary era. Each chapter provides an analytical overview of the issues addressed, identifies the central actors and perspectives, and outlines past progress and future prospects. Model questions and suggestions for further reading additionally enrich the text. This multi-authored volume has contributions from professionals and experts from different fields of international relations which will help

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an innovative solution, if you want other people to invest their time, energy, and money in your idea, you face an uphill battle... When I was at MGM, the hardest part of my job was not cutthroat studio politics or grueling production schedules. The toughest part of my job was whenever I had to say "No" to an idea that was almost there. I had to say no a lot. Every buyer does. The buyer's work is to say yes to projects that are ready, not almost ready. And no matter how good the script is, if the seller can't pitch it in a compelling way, how can the buyer see the potential? How can he get his

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colleagues on board? How can he recommend the seller to his superiors? The fact is that poor pitches doom good projects. It happens all the time. The ideas, products and services that are pitched more effectively... win. That's just how the game is played. No sense getting upset over it. Instead, let's accept the challenge and learn the strategies and tactics that will allow us (and our ideas) to succeed. -From GOOD IN A ROOM

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