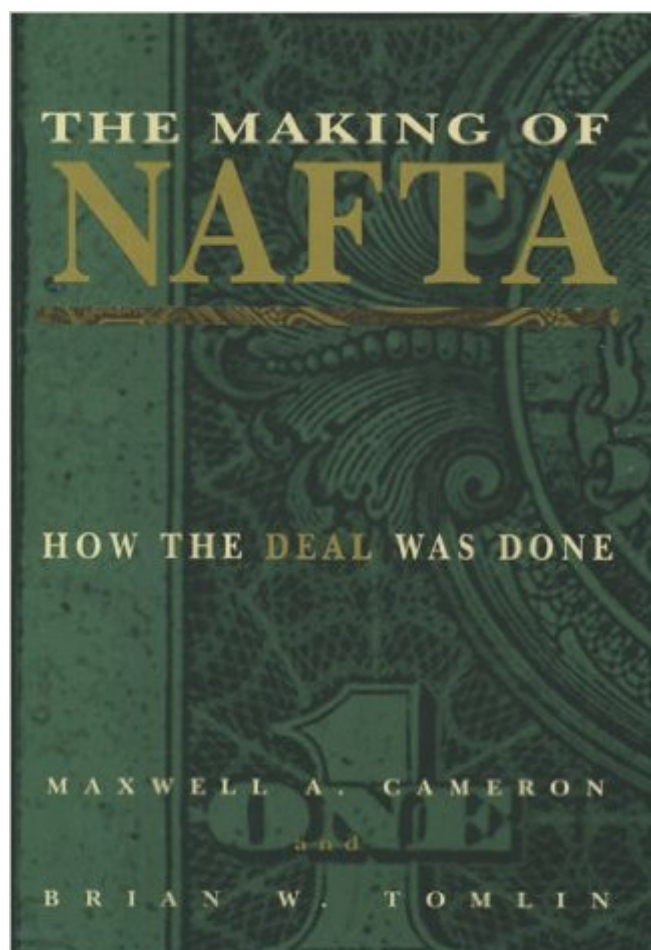


The book was found

# The Making Of NAFTA: How The Deal Was Done



## Synopsis

How exactly do countries negotiate major international agreements? Until now, reliably impartial accounts of how deals are made have been rare and usually describe only one side of a multiparty process. Here, Maxwell Cameron and Brian Tomlin provide the first full, three-country account of the negotiations surrounding the controversial North American Free Trade Agreement, which went into effect on January 1, 1994. Through extensive interviews with participants from all sides, Cameron and Tomlin develop a detailed picture of the process by which the United States, Mexico, and Canada pursued closer economic relations and of the political realities that influenced the politicians and policymakers in each country. Written in an engaging and accessible style, *The Making of NAFTA* is a faithful account, built on insider views, of how the representatives of the three countries prepared for, negotiated, and implemented the agreement. Cameron and Tomlin show how NAFTA was influenced by the personalities and the multiple, sometimes conflicting objectives of the individuals involved. They also explore what the negotiations can reveal more generally about the making of public policy and the importance of international negotiations. --This text refers to the Paperback edition.

## Book Information

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## Customer Reviews

The best behind-the-scenes account of the NAFTA negotiations. Cameron and Tomlin have meticulously researched and analyzed all aspects of the deal, based on interviews in all three countries. Moreover, the book is written in a readable, entertaining style. The only problem with the book - which is why I dock it one star - is that the theory looks like an add-on. It has little predictive

value, despite the authors' claims, and attempts to fuse theories with sometimes conflicting assumptions. Nonetheless, the empirical work is outstanding.

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