



# Working in Indian Country: Building Successful Business Relationships with American Indian Tribes

*Larry D. Keown*

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## **Working in Indian Country: Building Successful Business Relationships with American Indian Tribes**

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What is the First Step in Developing a Successful Business Relationship with any American Indian Tribe? Understanding that relationships come first and business comes second! That pearl of wisdom and others is what you will take away from Working in Indian Country. It is the definitive work on how to successfully build trust and long-term working relationships with tribal leaders. Born out of nearly twenty years of working with American Indian tribes both as a federal official and as a seminar facilitator, Larry Keown's Working in Indian Country lays a foundation for relationship building based on redefining your leadership role through understanding history, trust, respect, honor, and tribal sovereignty. There is little doubt you will experience a paradigm shift in how you currently think about working with American Indian Tribes. Whether you are a government or corporate official, work for a non-profit organization, or merely have a personal interest about Working in Indian Country, this book will serve as your bible and should always be at "arms length" in your personal library. "Every organization dealing with American Indian tribes should have a line of top- management people who are familiar with the contents of this book." Jeff Sanders Chair, Dept of Sociology et al. Montana State University - Billings

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