

Ways of negotiating, social frontiers and Modernity

Maria Leonor García da CRUZ

Faculdade de Letras da Universidade de Lisboa, Centro de História da Universidade de Lisboa, Lisboa, Portugal

cruzmaria@campus.ul.pt – ml.garciacruz@gmail.com

Orcid: 0000-0002-8989-4527

Abstract

This text aims to highlight the action and the social appraisal of mainly mercantile and financial negotiators in the early modern period.

The historical background in which they act, that of modernity, leads us to ask questions related to eras and to shifting paradigms, given the promotion of financial and commercial practices in different European regions and their interconnection, and in a much bigger and systematic extension at intercontinental and planetary level.

Hence the highlighting of novelties and continuities in the specific dynamics of merchants and in their inclination to be included in social groups, as well as in the techniques and the way they can promote new social and cultural practices as well as a new mindset.

Keywords: Modernity, Negotiation, Frontier, Merchants, Communities