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Around the world, negotiation is the only tool people have to make collective decisions when there must be unanimity. Like any other social activity, negotiation exhibits both universal patterns determined by the finite possibilities of its nature and local variations determined by cultural practices. Universalities predominate if one digs deep enough, and peculiarities abound in surface manifestations. This text investigates how deep is deep enough, and how shallow the surface, and attempts to find the meeting line. As more and more individuals meet around the negotiation table, providing conditions for cultural encounters, and clashes, this volume examines the actors involved, the role culture plays, and the role of organizations.

Negotiation has always been an important alternative to the use of force in managing international disputes. This textbook provides students with the insight and knowledge needed to evaluate how negotiation can produce effective conflict settlement, political change and international policy making. Students are guided through the processes by which actors make decisions, communicate, develop bargaining strategies and explore compatibilities between different positions, while attempting to maximize their own interests. In examining the basic

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ingredients of negotiation, the book draws together major strands of negotiation theories and illustrates their relevance to particular negotiation contexts. Examples of well-known international conflicts and illustrations of everyday situations lead students to understand how theory is utilized to resolve real-world problems, and how negotiation is applied to diverse world events. The textbook is accompanied by a rich suite of online resources, including lecture notes, case studies, discussion questions and suggestions for further reading.

This book reinforces the foundation of a new field of studies and research in the intersection between social sciences and specifically between political science, international relations, diplomacy, psychotherapy, and social-cognitive psychology. It seeks to promote a coherent and comprehensive approach to international negotiation from a multidisciplinary viewpoint generating a longer term of studies, researches, and networking process that both respond to changes and differences in our societies and to the unprecedented demand and opportunities for international conflict prevention and resolution. There is a need to increase cooperation, coherence, and efficiency of international negotiation. It is necessary to focus our shared attention on new ways to better formulate integrated and sustainable negotiating strategies for

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conflict resolution. This book acquires innovative relevance in and will impact on the new context of international challenges which do not have a one-off solution that can be settled through a single target-oriented negotiation process. The book brings together leading scholars and researchers into the field from different disciplines, diplomats, politicians, senior officials, and even a Cardinal of the Holy See to give their contributions and make proposals on how best to optimize the use of negotiation and diplomacy structures, tools, and instruments. However, unlike most studies and researches on international negotiation, this book emphasizes processes, not simply outcomes or even tools but the way in which tools are and can be used to achieve better outcomes in international reality-based negotiation.

Looks at international negotiation from a novel, relational international law perspective and challenges prescriptive models.

A third edition of this book is now available. Negotiating a Complex World introduces undergraduate students of international relations to the high stakes world of international negotiation. The book uses the analogy of a board game as an organizing technique and includes many real-world cases and examples to illustrate important concepts and relationships. The

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authors highlight the intensity of crisis situations for negotiators, the role of culture in communication, and the impact of domestic-level politics on international negotiations. The book provides students with the tools they need to analyze why some negotiations are ultimately successful, while others end in failure. This innovative text also provides exercises and learning approaches to enable students to understand the complexity of negotiation by engaging in aspects of the diplomatic process themselves.

The process of negotiation, standing as it does between war and peace in many parts of the globe, has never been a more vital process to understand than in today's rapidly changing international system. Students of negotiation must first understand key IR concepts as they try to incorporate the dynamics of the many anomalous actors that regularly interact with conventional state agents in the diplomatic arena. This hands-on text provides an essential introduction to this high-stakes realm, exploring the impact of complex multilateralism on traditional negotiation concepts such as bargaining, issue salience, and strategic choice. Using an easy-to-understand board game analogy as a framework for studying negotiation episodes, the authors include a rich array of real-world cases and examples—now updated with the results of the Paris climate change agreement—to illustrate key themes, including

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the intensity of crisis situations for negotiators, the role of culture in communication, and the impact of domestic-level politics on international negotiations. Providing tools for analyzing why negotiations succeed or fail, this innovative text also presents effective exercises and learning approaches that enable students to understand the complexities of negotiation by engaging in the diplomatic process themselves.

Negotiation is an important managerial skill. The ability to negotiate across cultures becomes even more challenging due to differences in institutional practices. This book explores how the institutional environment in India and China shapes their negotiating behaviour.

This book argues that principles of justice and fairness play an important part in international negotiations.

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