

The dynamics of international negotiation

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Note sur le contenu : The dynamics of international negotiation Negotiation is a creative experiment Engineering negotiation situations for improved outcomes The psychology of negotiation The negotiability of nations Incomplete international negotiations : adding implementation formulas What matters when implementing negotiated agreements ? Decision support systems : getting negotiators to use them Citizen negotiation : adding new voices Negotiated rulemaking Paradiplomacy and the democratization of international negotiation Values in negotiation : the case of international development assistance Reframing negotiation for development conflicts Negotiating for good, negotiating for bad Evolutionary negotiation Future paths

Résumé ou extrait : This book explores the dynamics of international negotiations from the perspectives of researchers and practical negotiators. Reinforcing the idea that the study of negotiation is not merely an academic endeavor, the essays reflect the author's lifetime experiences as a negotiation researcher and provider of analytical support to international negotiation teams. Addressing a wide range of critical issues, such as creativity and experimentation, psychological dynamics, avoiding incomplete agreements, engineering the negotiation context, reframing negotiations for development conflicts, understanding what matters when implementing agreements, utilizing decision support systems, engaging new actors, and expanding core values, each chapter opens new doors on our conceptual and practical understanding of international negotiations. The author introduces new ways of understanding and explaining the negotiation process from different intellectual perspectives. The goal of this book is to resolve many

critical unanswered questions by stimulating new research on these dynamics and developing new approaches that can help negotiation practitioners be more effective. The book will be used in university courses on international negotiation and conflict resolution, and provide a useful resource for researchers, policymakers, practitioners, NGOs, donor organizations, and grant-giving organizations

Sujet - Nom commun : Négociations diplomatiques
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