

The art of getting more back in diplomacy

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Résumé ou extrait : In the field of negotiation theory, the Harvard Project's Getting to Yes and Donald Trump's The Art of the Deal occupy polar opposition locations on a spectrum considering distributive and integrative negotiation theories. Getting More Back offers case studies from international negotiations in which the author participated that can help illustrate the tactics and theories of each type of negotiation and to make students in law, business, and other fields into better negotiators. Among the case studies are lessons drawn from negotiating denuclearization with North Korea, political reconciliation in Libya, human rights improvements in China, Israel-Palestinian peace processes, and UN negotiations over surveillance, privacy, atrocities prevention, LGBT rights, and other fundamental freedoms. By illustrating these lessons, Getting More Back strengthens the tools that students and teachers of negotiations should have in their negotiating toolbox. Perhaps most importantly, Richardson provides concrete examples of how a negotiator is likely to Get More Back for their clients if they deploy these tactics, rather than having them used against the negotiator.

Sujet - Collectivité : Nations Unies

Sujet - Nom commun : Diplomatie

Négociations diplomatiques
Négociations -- Aspect psychologique
Gestion des conflits

Sujet - Nom géographique : Corée (République populaire démocratique)

Chine

Libye

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