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International Negotiation

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"In a single volume, a team of distinguished international scholars draws on a wide range of social science theory to explain the dynamics of bargaining and diplomacy when many parties and many issues are involved. Each contributor explores a different approach to reaching successful agreements among diverse governments, multinational corporations, and other international actors. To show how these approaches work in actual practice, the authors provide detailed analyses of two multilateral negotiations - the Uruguay round of negotiations under the General Agreement for Tariffs and Trade (GATT) and the negotiations leading to the Single European Act consolidating the European Community." "The increased length and frequency of such events as the GATT talks, the Rio Conference on Environment and Development (UNCED), and the Law of the Sea Conferences (UNCLOS) highlight the enormous challenges of complex negotiations among many competing interests. This work, sponsored by the International Institute for Applied Systems Analysis, offers the first comprehensive understanding of the intricate and complex process of multilateral negotiation." "The book provides the tools for analyzing and managing the complexities of multilateral negotiations including how the roots of conflict, the distribution of power, and specific patterns of resistance and cooperation affect all stages of negotiation; how game theory, multi-attribute utility models, and other practical tools can be used to chart interests and identify strategic trade-offs before negotiations; how negotiation is organization in action, applying the rules and culture of organizations to change through a cybernetic process; how insights into the way small groups function can help advance negotiations; why different modes of leadership are needed to diagnose multinational problems, clarify options, and develop feasible solutions; how and why coalitions are formed - and how they can prompt meaningful bargaining and help forge positive, lasting agreements."--BOOK JACKET.Title Summary field provided by Blackwell North America, Inc. All Rights Reserved

Practical and user friendly, the author describes all the key elements needed to negotiate deals that are doable, profitable, and sustainable. Based on decades of teaching and consultancies around the world, the author provides a useful guide for business executives operating in today's digitalized global economy. This latest edition will help readers enhance their preparation, anticipate objections, create value for tangibles/intangibles, and avoid cultural blunders to reach mutually beneficial outcomes. By sharpening negotiation skills, business executives will be able to interact more effectively with their counterparts in the fast changing global business environment and the rising influence of third parties. Practical and user friendly, the author describes all the key elements needed to negotiate deals that are doable, profitable, and sustainable.

In the global marketplace, negotiation frequently takes place across cultural boundaries, yet negotiation theory has traditionally been grounded in Western culture. This book, which provides an in-depth review of the field of negotiation theory, expands current thinking to include cross-cultural perspectives. The contents of the book reflect the diversity of negotiation—research-negotiator cognition, motivation, emotion, communication, power and disputing, intergroup relationships, third parties, justice, technology, and social dilemmas—and provides new insight into negotiation theory, questioning assumptions, expanding constructs, and identifying limits not apparent from working exclusively within one culture. The book is organized in three sections and pairs chapters on negotiation theory with chapters on culture. The first part emphasizes psychological processes—cognition, motivation, and emotion. Part II examines the negotiation process. The third part emphasizes the social context of negotiation. A final chapter synthesizes the main themes of the book to illustrate how scholars and practitioners can capitalize on the synergy between culture and negotiation research.

Beginning in 1954, Apr. issue lists studies in progress; Oct. issue, completed studies.

An award-winning book, *Doing Research* is a must read. Designed for students across a variety of social science disciplines, it is the first research methods text devoted to conflict analysis and resolution. It begins with a discussion of the philosophical foundations for doing research, providing guidelines on how to develop research questions and how these questions can be addressed with various methodologies. The book presents a wide-ranging treatment of both quantitative and qualitative approaches to the design and analysis of problems of conflict.

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