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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.

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climate change agreement to illustrate key themes, including 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

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specifically between political science,
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psychology. It seeks to promote a coherent
and comprehensive approach to
international negotiation from a
multidisciplinary viewpoint generating a
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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

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new ways to better formulate integrated and sustainable negotiating strategies for 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

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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

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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.

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"Diplomatic Negotiation is difficult to grasp, both in practice and in theory. Yet it is important to get to grips with this process, as negotiations between states and in international organizations are the lifeblood of the international body politic. The Charter of the United Nations, for obvious reasons, ranks negotiation as the

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foremost instrument in the peaceful settlement of inter-state conflicts. Scholars of international relations, however, are still searching for methodologies and theories to explain the outcomes of negotiations by the processes that produce them. This monograph approaches the process of diplomatic negotiation from different

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angles, while applying a multi-faceted qualitative analysis of case studies from the past and present. It is hoped that a better understanding of negotiation as one of the main tools of diplomacy will help to enhance the effectiveness of this process as an alternative to warfare. Still, negotiation is basically a struggle in the

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promotion and defence of state interests. It is war by peaceful means. The central proposition of this book is that negotiations between states can only be a viable replacement of the use of violence if they are conducted within a framework of international regimes that set the rules and procedures for negotiation behaviour

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and mitigate lack of trust. International regimes may take the shape of international organizations, which can force countries to live up to their agreements. Diplomats and political leaders have come to recognize this, as the evolution of diplomacy in the last 400 years testifies. Diplomatic negotiation may

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be taken as a ceaseless series of attempts to bring more order to the international system. The current demise of the negotiation processes in the Middle East thus demonstrates the failure of the international community to build overarching negotiation structures."--Page 4 of cover.

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A publication of the program on negotiation at Harvard Law School.

Identifies and classifies books, journals, documents, and reports related to diplomatic negotiations, with a focus on the process of negotiation, rather than

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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

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