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International Negotiation: Analysis, Approaches, Issues



Synopsis

The first edition of International Negotiation became a best-selling classic in the field of global conflict resolution. This second edition has been substantially revised and updated to meet the challenges of today's complex international community. Developed under the direction of the International Institute for Applied Systems Analysis, this important resource contains contributions from some of the world's leading experts in international negotiation, representing a wide range of nations and disciplines. They offer a synthesis of contemporary negotiation theory, perspectives for understanding negotiation dynamics, and strategies for producing mutually satisfactory and enduring agreements that is particularly relevant in these times.

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Customer Reviews

This book gives you what it says it offers: insights in international negotiation. It is not a book you read in one greedy gulp, but in exciting chapters about as diverse subjects as international diplomacy, scientific analyses of processes of negotiation, multicultural aspects of conflict resolution etc. This book has recently been updated and that makes it a valuable contribution to that small stack of true, as in rich and multifaceted, handbooks.

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