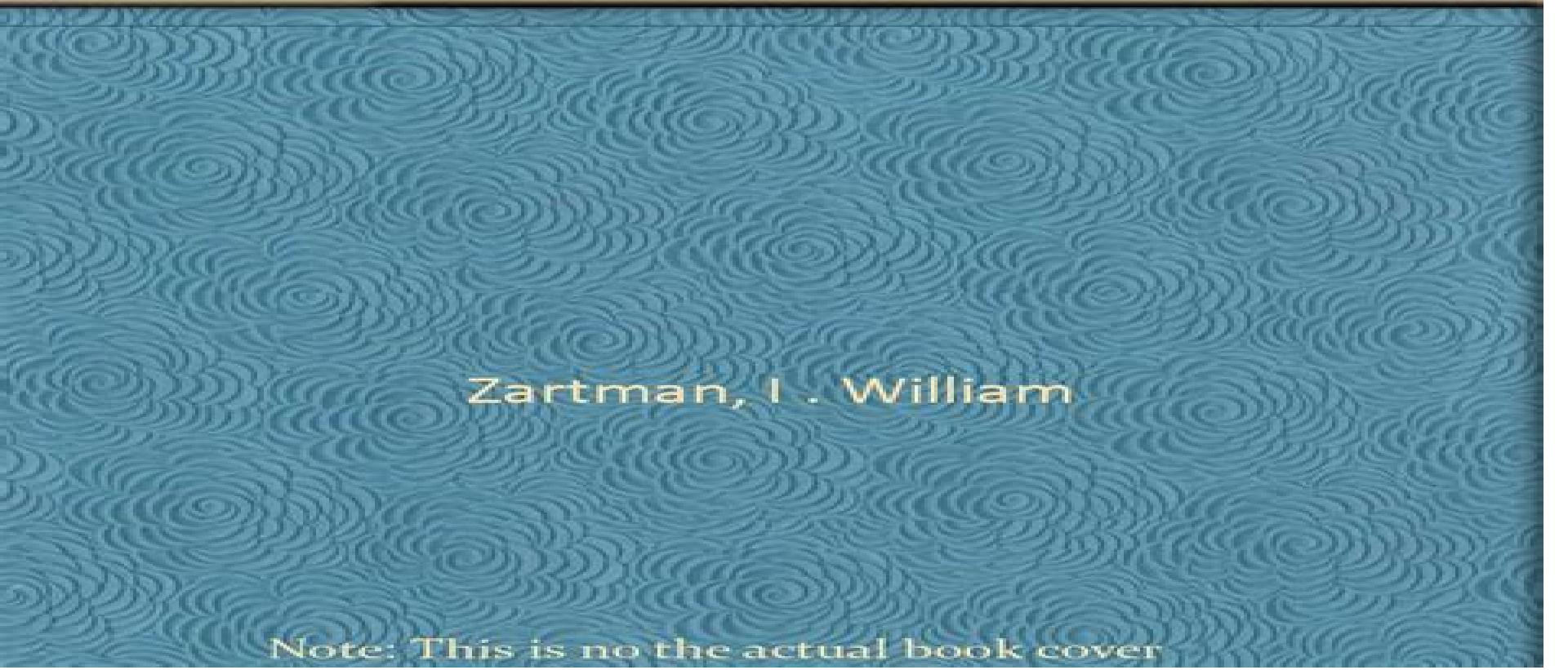




The Negotiation Process: Theories and Applications



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Graham, Richard L. Kauffman, Michael F. Oppenheimer, 1984 **Bargaining and Negotiation** Bruce Pearce, University of Toronto. Centre for Industrial Relations, 1981 *International Negotiation* Vinayak Rao, 2001 *Diplomacy* Christer Jonsson, Richard Langhorne, 2004-07 The study of diplomacy in many respects the engine room of international relations has been marked by a revitalisation in recent years This brings together the seminal writings in the field to provide a unique reference work on this essential institution for the conduct of international affairs **Problem-solving and Bargaining in International Negotiations** Lynn M. Wagner, 2008 International Negotiation Series 5 International Studies Library 8 Many

analysts theorize that negotiation processes determine negotiated outcomes but none have empirically tested this hypothesis across multiple cases of international negotiation This book examines the process outcome relationship in thirteen bilateral and multilateral negotiations involving the United States Declassified reports from U S negotiators about discussions with their counterparts provide the primary data source through which the author constructs the case studies and performs a content analysis of negotiator statements to compare process and outcome The book seeks to advance our understanding of the relationship between negotiation process and outcome as well as to provide empirically based guidance for decision makers when selecting a negotiating approach Table of Contents Chapter 1 Negotiation Processes and Outcomes in International Negotiations Initial Definitions and a Data Gap Process and Outcome in the International Negotiation Context Preview of Research Findings Chapter 2 Identifying Process and Outcome in the Case Data Negotiation Cases and Data Source Negotiation Processes and Outcomes Defined Identifying Process and Outcome in Negotiations Chapter 3 Thirteen Negotiation Processes and Outcomes United States Turkey Trade Agreement United States United Kingdom Switzerland War Trade Agreement United States Mexico Water Utilization Treaty United States Portugal Airfield Talks The London Conference on Germany The Basic Law for the Federal Republic of Germany United States Iran Mutual Defense Assistance United States Saudi Arabia Mutual Defense Assistance and Dhahran Airfield Tenancy Agreement United States Japanese Administrative Agreement United States Republic of China Mutual Security Treaty The Austrian State Treaty United States People's Republic of China Agreement on the Repatriation of Civilians The Fourth World Conference on Women Chapter 4 Trends Related to Process Outcome and the Additional Variables Process and Outcome Additional Influences and Issues Chapter 5 A Statistical Assessment of the Process Outcome Relationship Coding Results Process Outcome Relationship

Discussion of Process Outcome Findings Chapter 6 Research Implications for Negotiators and Negotiation Analysts
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Outcome and Additional Variables Comparison Appendix 2 Sample Process and Outcome Data and Codes About the Author
Lynn M Wagner Ph D 1998 in International Relations Johns Hopkins University School of Advanced International Studies
SAIS has extensive research experience with environmental negotiations and has published a number of book chapters and
articles about them for instance in International Negotiation

Asymmetrical Bargaining Maria Courtis,1995 **The Journal of the American Forensic Association** American Forensic Association,1978 *Manager as Negotiator* David A. Lax,James K. Sebenius,1986 This fine blend of Harvard scholarship and seasoned judgment is really two books in one The first develops a sophisticated approach to negotiation for executives attorneys diplomats indeed for anyone who bargains or studies its challenges The second offers a new and compelling vision of the successful manager as a strong often subtle negotiator constantly shaping agreements and informal understandings throughout the complex web of relationships in an organization Effective managers must be able to reach good formal accords such as contracts out of court settlements and joint venture agreements Yet they also have to negotiate with others on whom they depend for results resources and authority Whether getting fuller support from the marketing department hammering out next year s budget or winning the approval for a new line of business managers must be adept at advantageously working out and modifying understandings resolving disputes and finding mutual gains where interests and perceptions conflict In such situations The Manager as Negotiator shows how to creatively further the totality of one s interests including important relationships in a way that Richard Walton Harvard Business School Professor of Organizational Behavior describes as sensitive to the nuances of negotiating in organizations and relentless and skillful in making systematic sense of the process This book differs fundamentally from the recent spate of negotiation handbooks that tend to espouse one of two approaches the competitive Get yours and most of theirs too or the cooperative Everyone can always win Transcending such cynical and naive views the authors develop a comprehensive approach based on strategies and tactics for productively managing the tension between the cooperation and competition that are both inherent in bargaining Based on the authors extensive experience with hundreds of cases and peppered with a number of wide ranging examples The Manager as Negotiator will be invaluable to novice and experienced negotiators public and private managers academics and anyone who needs to know the state of the art in this important field

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