



International Negotiation: Process and Strategies

By Ho-Won Jeong

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Negotiation has always been an important alternative to the use of force in managing international disputes. This textbook provides students with the insight and knowledge needed to evaluate how negotiation can produce effective conflict settlement, political change and international policy making. Students are guided through the processes by which actors make decisions, communicate, develop bargaining strategies and explore compatibilities between different positions, while attempting to maximize their own interests. In examining the basic ingredients of negotiation, the book draws together major strands of negotiation theories and illustrates their relevance to particular negotiation contexts. Examples of well-known international conflicts and illustrations of everyday situations lead students to understand how theory is utilized to resolve real-world problems, and how negotiation is applied to diverse world events. The textbook is accompanied by a rich suite of online resources, including lecture notes, case studies, discussion questions and suggestions for further reading.

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Editorial Review

Review

"This wise and welcome textbook is founded on impressive command of the recent multidisciplinary literature of international negotiation analysis. Placing rational game theory at its center, the book also recognizes its limitations and integrates extensive insights from informal theories, psychological experiments, and case studies."

John Odell, University of Southern California

"Professor Jeong's book stands out for combining principles of strategy with many examples of real international bargaining. Thanks to his sharp sense of what's interesting, the cases are reliably thought-provoking, and his smooth presentation belies the subtlety of the ideas. I will certainly use his book in my teaching and I highly recommend it."

Barry O'Neill, University of California, Los Angeles

"A highly usable, readily accessible source for understanding the strategic dynamics of negotiations from the interpersonal to the international."

Thomas Princen, author of *Intermediaries in International Conflict and the Logic of Sufficiency*

About the Author

Ho-Won Jeong is Professor of Conflict Analysis and Resolution at George Mason University, Virginia. Professor Jeong is a founding editor of the journals *Peace and Conflict Studies* and the *International Journal of Peace Studies*. His previous books include *Understanding Conflict and Conflict Analysis* (2008), *Conflict Management and Resolution* (2009) and *Peacebuilding in Postconflict Societies* (2005).

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