Negotiating Trade

Negotiations between governments shape the world political economy and in turn the lives of people everywhere. Developing countries have become far more influential in talks in the World Trade Organization, including infamous stalemates in Seattle in 1999 and Cancún in 2003, as well as bilateral and regional talks like those that created NAFTA. Yet social science does not understand well enough the process of negotiation, and least of all the roles of developing countries, in these situations. This innovative book sheds fresh light on three aspects of this otherwise opaque process— which strategies developing countries use, coalition formation, and how they learn and influence their counterparts’ beliefs. This book will be valuable for many readers interested in negotiation, international political economy, trade, development, global governance, or international law. Developing country negotiators and those who train them will find practical insights on how to avoid pitfalls and negotiate more effectively.

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## Contents

<table>
<thead>
<tr>
<th>List of figures</th>
<th>page vii</th>
</tr>
</thead>
<tbody>
<tr>
<td>List of tables</td>
<td>viii</td>
</tr>
<tr>
<td>List of contributors</td>
<td>ix</td>
</tr>
<tr>
<td>Acknowledgments</td>
<td>x</td>
</tr>
</tbody>
</table>

### 1 Introduction

**JOHN S. ODELL**

### Part I Multilateral negotiations

#### 2 The evolution of national interests: new issues and North–South negotiations during the Uruguay Round

**J. P. SINGH**

#### 3 Reframing the issue: the WTO coalition on intellectual property and public health, 2001

**JOHN S. ODELL AND SUSAN K. SELL**


**AMRITA NARLIKAR AND JOHN S. ODELL**

#### 5 Learning in multilateral trade negotiations: some results from simulation for developing countries

**CÉDRIC DUPONT, COSIMO BEVERELLI AND STÉPHANIE PÉZARD**

### Part II Regional negotiations

#### 6 Getting to “No”: defending against demands in NAFTA energy negotiations

**ANTONIO ORTIZ MENA L. N.**
Part III  WTO Dispute Settlement Negotiations

7  Do WTO rules create a level playing field? Lessons from the experience of Peru and Vietnam  
   CHRISTINA L. DAVIS  
   219

8  Compliance bargaining in the WTO: Ecuador and the bananas dispute  
   JAMES McCALL SMITH  
   257

Index  
   289
Figures

2.1 Explaining global outcomes with or without negotiations

3.1 Number of articles in major newspapers on “HIV” and “Africa,” 1985–2001

3.2 Number of articles in major newspapers on “patents” and “public health,” 1989–2001
Tables

2.1 Differences in negotiation processes and outcomes for GATS and TRIPS  page 44
4.1 The Like-Minded Group: income per capita and goods exports  122
5.1 Change in negotiators’ perceived knowledge of others’ bottom lines  154
5.2 Mismatch and perception of bottom lines  155
5.3 Answers to “Do you think that there is a zone of agreement with X?”  156
5.4 Dyadic evaluations of the zone of agreement  156
5.5 Number of mentions as most or least cooperative country  167
Contributors

COSIMO BEVERELLI, Graduate Institute for International Studies, Geneva

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