

How Negotiations End

Whilst past studies have examined when and how negotiations begin, and how wars end, this is the first full-length work to analyze the closing phase of negotiations. It identifies endgame as a definable phase in negotiation, with specific characteristics, as the parties involved sense that the end is in sight and decide whether or not they want to reach it. The authors further classify different types of negotiator behavior characteristic of this phase, drawing out various components, including mediation, conflict management vs. resolution, turning points, uncertainty, and home relations, amongst others. A number of specific cases are examined to illustrate this analysis, including Colombian negotiations with FARC, Greece and the EU, Iranian nuclear proliferation, French friendship treaties with Germany and Algeria, Chinese business negotiations, and trade negotiations in Asia. This pioneering work will appeal to scholars and advanced students of negotiation in international relations, international organization, and business studies.

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Negotiating Behavior in the Endgame

Edited by

I. William Zartman

The Johns Hopkins University



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About the Processes of International Negotiation (PIN) Network at the German Institute for Global and Area Studies (GIGA)

The PIN Program, formerly at IIASA in Laxenburg, Austria, and then Clingendael, The Hague, the Netherlands, is located at the German Institute for Global and Area Studies (GIGA) in Hamburg. Since 1988, it has been conducted by an international Steering Committee of scholars and practitioners, meeting three times a year to develop and propagate new knowledge about the processes of negotiation. The Steering Committee conducts one to two workshops of scholars from a wide spectrum of disciplines and nationalities every year devoted to the analysis and improvement of the practice of negotiation. These workshops are part of the process of creating a book each year on aspects of negotiation.

It also offers mini-conferences on international negotiations in order to disseminate and encourage research on the subject. Such “Road Shows” have been held at the Argentine Council for International Relations, Buenos Aires; Beida University, Beijing; the Center for Conflict Resolution, Haifa; the Center for the Study of Contemporary Japanese Culture, Kyoto; the School of International Relations, Tehran; the Swedish Institute of International Affairs, Stockholm; the University of Cairo; University Hassan II, Casablanca; the University of Helsinki; the UN University for Peace, San José, Costa Rica; Toledo Center for Peace; the Paris Biennale at Negocia; the Montenegro Foreign Ministry Summer Program Young Diplomats; Johns Hopkins University School of Advanced International Studies in Bologna; Beçesehir University in Istanbul; and others.

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