

Cambridge University Press
 978-1-107-19664-3 — International Negotiation
 Evangelos Raftopoulos
 Copyright information
[More Information](#)

CAMBRIDGE UNIVERSITY PRESS

University Printing House, Cambridge CB2 8BS, United Kingdom

One Liberty Plaza, 20th Floor, New York, NY 10006, USA

477 Williamstown Road, Port Melbourne, VIC 3207, Australia

314–321, 3rd Floor, Plot 3, Splendor Forum, Jasola District Centre,
New Delhi – 110025, India

79 Anson Road, #06–04/06, Singapore 079906

Cambridge University Press is part of the University of Cambridge.

It furthers the University's mission by disseminating knowledge in the pursuit of education, learning, and research at the highest international levels of excellence.

www.cambridge.org

Information on this title: www.cambridge.org/9781107196643

DOI: 10.1017/9781108164870

© Evangelos Raftopoulos 2019

This publication is in copyright. Subject to statutory exception and to the provisions of relevant collective licensing agreements, no reproduction of any part may take place without the written permission of Cambridge University Press.

First published 2019

Printed and bound in Great Britain by Clays Ltd, Elcograf S.p.A.

A catalogue record for this publication is available from the British Library.

Library of Congress Cataloging-in-Publication Data

NAMES: Raftopoulos, Evangelos, author.

TITLE: International negotiation : a process of relational governance for international common interest / Evangelos Raftopoulos.

DESCRIPTION: Cambridge [England] ; New York, NY : Cambridge University Press, [2019] | Series: Cambridge studies on environment, energy and natural resource governance | Includes bibliographical references and index.

IDENTIFIERS: LCCN 2018017142 | ISBN 9781107196643

SUBJECTS: LCSH: Diplomatic negotiations in international disputes. | Diplomatic negotiations in international disputes – Methodology. | Mediation, International.

CLASSIFICATION: LCC JZ6045 .R335 2019 | DDC 327.2–dc23

LC record available at <https://lcn.loc.gov/2018017142>

ISBN 978-1-107-19664-3 Hardback

Cambridge University Press has no responsibility for the persistence or accuracy of URLs for external or third-party internet websites referred to in this publication and does not guarantee that any content on such websites is, or will remain, accurate or appropriate.