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CHRISTOPHE DUPONT (1922-2010), after a career in international negotiations as an economist at the International Monetary Fund and then the European Investment Bank, was active in the conflict and negotiation field as a professor, consultant and researcher. He contributed to the establishment of negotiation research in France and beyond, writing extensively on negotiation, and inspiring a generation of conflict management scholars in the francophone world. A practitioner turned scholar, Dupont successfully bridged theory and practice, and can be considered as one of the thought leaders of our field. Many of his contributions are presented in this volume along with chapters from several well-known colleagues influenced by his work. This book inaugurates a new mini-series titled Careers in Negotiation and Conflict Management Research. It aims to honor outstanding scholars who have opened original paths in uncharted areas, as well as to shed new light on their legacy thanks to the contributions of colleagues. "This is a remarkable initiative concerning a prominent figure in negotiation research, Christophe Dupont. I was privileged to be a close colleague for more than three decades. His exceptional work on synthesis, classification, and framework development helped our academic community to organize the considerable amount of research published during the past few decades. An economist who ventured well beyond that discipline, his broad vision brought him into contact with scholars from sociology, psychology, and political science. These collaborations contributed in important ways to our understanding of the complex world that must be navigated by negotiators. This book, dedicated to his contributions to negotiation scholarship, is an excellent start for a ground-breaking series on thought leaders." Professor Guy-Olivier Faure, Sorbonne University & China Europe International Business School Contents I. DUPONT, THE QUINTESSENTIAL PRACTITIONER TURNED SCHOLAR Ch. 1 Cooperating to agree or confronting to defeat? Ch. 2 Christophe Dupont's legacy in the field of negotiation - A. Colson Ch. 3 Encounters with Christophe Dupont - P. Audebert-Lasrochas& H. Touzard II. SELECTED WRITINGS BY DUPONT Ch. 4 Negotiation as coalition building - C. Dupont Ch. 5 The negotiation process - C. Dupont & P. Audebert-Lasrochas Ch. 7 Frameworks and methods - C. Dupont Ch. 8 Perspectives: Negotiation theory and practice - C. Dupont III. BUILDING ON DUPONT'S WORKS Ch. 9 Frameworks, cases and risk: Dupont's legacy - D. Druckman Ch. 10 Negotiation: post-modern or eternal? - I. William Zartman Ch. 11 Diplomatic negotiation, evolution, and effectiveness - P. Meerts Ch. 12 Chiaroscuro in negotiations - A. Colson Ch. 13 Tipping points in the dynamics of peace and war - S. Kaufman & M. Kaufman Christophe Dupont's professional experience and academic publications Index About the Editors AURELIEN COLSON is Associate Professor of Political Science at ESSEC Business School, and Director of the Institute for Research and Education on Negotiation (IRENE Paris & Singapore). DANIEL DRUCKMAN is Professor of Public and International Affairs at George Mason University and an Eminent Scholar at Macquarie University in Sydney. He received the 2003 Lifetime Achievement Award from IACM and was a recent president of the Association. WILLIAM DONOHUE is Distinguished Professor of Communication at Michigan State University and has been President of the International Association for Conflict Management (IACM).

This volume offers a comprehensive evaluation of the concept of global order, with a particular emphasis on the role of regional organisations within global governance institutions such as the United Nations. Building from a solid theoretical base it draws upon the expertise of numerous leading international scholars offering a broad array of timely and relevant case studies. These all take into consideration the historical setting, before analysing the contemporary situation and offering suggestions for potential realignments and readjustments that may be witnessed in the future. The volume adopts an interdisciplinary approach when addressing some of the most pressing issues of global governance which our global community must tackle. This presents the readers an opportunity to understand related topics such as political economy, international law, institutions of global governance, in conjunction with the academic field of International Relations (IR). It further helps students and interested readers understand the theoretical and practical foundations to the changing nature of global affairs.

This volume focuses on describing the social dialogue system in organizations from an Human Resources Management perspective. Based on the NEIRE model for industrial relations, key factors are determined contributing to creative social dialogue in European organizations. Actual data from surveys and interviews from more than 700 CEO and HR managers in eleven European countries give insights in the experiences with and expectations of employers of social dialogue. The volume offers a comprehensive introduction to the historical context and current situation in social dialogue in these countries. This context helps to understand the current major challenges in each country when it comes to a vital social dialogue. Using good practices from many organizations, this book offers an agenda for innovative and cooperative social dialogue in organizations.

The goals of the Conference were to foster increased communication and understanding between practitioners and researchers and among various research disciplines, to present and discuss research results, and to identify possible future research activities. The participation and interaction of both high level negotiations practitioners and researchers were considered especially valuable and unique aspects of the Conference.All of the subjects dealt with at the Conference have direct and obvious relevance to improving negotiations outcomes on, and the ability to deal effectively with, such issues as the trans boundary effects (environmental,economic, etc.) of technological risk, security and confidence-building measures,and international economic cooperation- all of which are high on the negotiations agenda of many countries.

International Negotiations combines three main elements: a comprehensive and detailed overview of all the main theoretical perspectives on the process of international negotiations; a set of case-studies; and a section offering a new communication-oriented approach toward the issue of how domestic politics affect the process of international negotiations.

This book constitutes the proceedings of the Joint INFORMS-GDN and EWG-DSS International Conference on Group Decision and Negotiation (GDN), held in Toulouse, France, during June 10/13, 2014. The GDN meetings aim to bring together researchers and practitioners from a wide spectrum of fields, including economics, management, computer science, engineering and decision science. The contributions report on research on individual and group decision support, negotiation and auction support and the design of systems and agents supporting such processes. From a total of 88 submissions, 31 papers were accepted for publication in this volume. The papers are organized into topical sections on collaborative decision making, auctions, knowledge decision support systems, multi-criteria decision making, multi-agent systems, negotiation analysis, preference analysis, data analysis, DSS / GDSS use, network analysis and semantic tools for group decision making.

This collection of essays situates the study and practice of international mediation and peaceful settlement of disputes within a changing global context. The book is organized around issues of concern to practitioners, including the broader regional, global, and insitutional context of mediation and how this broader environment shapes the opportunities and prospects for successful mediation. A major theme is complexity, and how the complex contemporary context presents serious challenges to mediation. This environment describes a world where great-power rivalries and politics are coming back into play, and international and regional organizations are playing different roles and facing different kinds of constraints in the peaceful settlement of disputes. The first section discusses the changing international environment for conflict management and reflects on some of the challenges that this changing environment raises for addressing conflict. Part II focuses on the consequences of bringing new actors into third-party engagement and examines what may be harbingers for how we will attempt to resolve conflict in the future. The third section turns to the world of practice, and discusses mediation statecraft and how to employ it in this current international environment. The volume aims to situate the practice and study of mediation within this wider social and political context to better understand the opportunities and constraints of mediation in today's world. The value of the book lies in its focus on complex and serious issues that challenge both mediators and scholars. This volume will be of much interest to students, practitioners, and policymakers in the area of international negotiation, mediation, conflict resolution and international relations.

In this book, leading experts in international negotiations present formal models of conflict resolution and international negotiations. It examines how the abstract concept of formal models can be made more understandable to those not trained to work with them, what can be done to encourage the use of formal methods in the real world, and ways in which politicians and diplomats can apply formal methods to the problems they are currently facing.

Looks at international negotiation from a novel, relational international law perspective and challenges prescriptive models.

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