Abstract

In a single volume, a team of distinguished international scholars draws on a wide range of social science theory to explain the dynamics of bargaining and diplomacy when many parties and many issues are involved. Each contributor explores a different approach to reaching successful agreements among diverse governments, multinational corporations, and other international actors. To show how these approaches work in actual practice, the authors provide detailed analyses of two multilateral negotiations -- the Uruguay round of negotiations under the General Agreement for Tariffs and Trade (GATT) and the negotiations leading to the Single European Act consolidating the European Community.

The book provides the tools for analyzing and managing the complexities of multilateral negotiations including: How the roots of conflict, the distribution of power, and specific patterns of resistance and cooperation affect all stages of negotiation. How game theory, multi-attribute utility models, and other practical tools can be used to chart interests and identify strategic trade-offs before negotiations. How negotiation is organization in action, applying the rules and culture of organizations to change through a cybernetic process. How insights into the way small groups function can help advance negotiations. Why different modes of leadership are needed to diagnose multinational problems, clarify options, and develop feasible solutions. How and why coalitions are formed -- and how they can prompt meaningful bargaining and help forge positive, lasting agreements.
Zartman IW (1994). International Multilateral Negotiation: Approaches to the Management of Complexity. San Francisco: Jossey-Bass. ISBN 1-55542-642-5. The book provides the tools for analyzing and managing the complexities of multilateral negotiations including: How the roots of conflict, the distribution of power, and specific patterns of resistance and cooperation affect all stages of negotiation. How game theory, multi-attribute utility models, and other practical tools can be used to chart interests and identify strategic trade-offs before negotiations. How negotiation is organization in action, applying the rules and culture of organizations to change through a cybernetic process. How insights into the way small groups function can help negotiation constitute a strategic skill for diplomats, managers, administrators, civil servants and many other professional careers. Be it internally (with colleagues, team members, or hierarchy), or externally (with stakeholders, national administrations or international organizations), negotiation capabilities make a difference. This workshop will help students to Crump, L. and Zartman, I. W. (2003) ‘Multilateral Negotiation and the Management of Complexity’, in International Negotiation, 8(1), pp. 1–5. Negotiators’ club meeting no. 3. DAY 2 (morning session) The Multilateral Complexity – the management the process and the role of negotiation formats. MULTILATERAL NEGOTIATION. I. William Zartman. The School of Advanced International Studies, Washington, D.C. USA. Keywords: bilateral negotiation, coalition, complexity, multilateral negotiation, social decision-making, trade-offs. Contents. 1. Introduction. 2. Managing Complexity. 3. Coalition. 4. Other Approaches. With open-ended questions about the complexity confronting them. Multilateral negotiation is the management of that complexity in order to produce an outcome. 2. Managing Complexity. Complexity is not chaos; it is merely the existence of a large number of interacting variables with no dominant pattern or dimension. More specifically, multilateral.