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International Negotiations Students Book With Audio Cds 2 ... The first edition of International Negotiation became a best-selling classic in the field of global conflict resolution. This second edition has been substantially revised and updated to meet the challenges of today's complex international community.

International Negotiations is an exciting new short course (15-20 hours) for Business English learners who want to excel at negotiating. Drawing on inspirational advice from leading experts in negotiation, International Negotiations takes students through the entire negotiation process, from preparing to negotiate to closing the deal. The ten modules give learners the essential language, skills and techniques needed for successful negotiations and cover topics such as relationship-building, questioning techniques, decoding body language, bargaining and the powers of persuasion. Challenging role-plays and skill-building games further develop key negotiation and language skills, while the Key and Commentary provide valuable insights into all aspects of negotiating, including the importance of understanding cultural differences when negotiating.

A third edition of this book is now available. Negotiating a Complex World introduces undergraduate students of international relations to the high stakes world of international negotiation. The book uses the analogy of a board game as an organizing technique and includes many real-world cases and examples to illustrate important concepts and relationships. The authors highlight the intensity of crisis situations for negotiators, the role of culture in communication, and the impact of domestic-level politics on international negotiations. The book provides students with the tools they need to analyze why some negotiations are ultimately successful, while others end in failure. This innovative text also provides exercises and learning approaches to enable students to understand the complexity of negotiation by engaging in aspects of the diplomatic process themselves.

Negotiation has always been an important alternative to the use of force in managing international disputes. This textbook provides students with the insight and knowledge needed to evaluate how negotiation can produce effective conflict settlement, political change and international policy making. Students are guided through the processes by which actors make decisions, communicate, develop bargaining strategies and explore compatibilities between different positions, while attempting to maximize their own interests. In examining the basic ingredients of negotiation, the book draws together major strands of negotiation theories and illustrates their relevance to particular negotiation contexts. Examples of well-known international conflicts and illustrations of everyday situations lead students to understand how theory is utilized to resolve real-world problems, and how negotiation is applied to diverse world events. The textbook is accompanied by a rich suite of online resources, including lecture notes, case studies, discussion questions and suggestions for further reading.

The process of negotiation, standing as it does between war and peace in many parts of the globe, has never been a more vital process to understand than in today's rapidly changing international system. Students of negotiation must first understand key IR concepts as they try to incorporate the dynamics of the many anomalous actors that regularly interact with conventional state agents in the diplomatic arena. This hands-on text provides an essential introduction to this high-stakes realm, exploring the impact of complex multilateralism on traditional negotiation concepts such as bargaining, issue salience, and strategic choice. Using an easy-to-understand board game analogy as a framework for studying negotiation episodes, the authors include a rich array of real-world cases and examples—now updated with the results of the Paris climate change agreement—to illustrate key themes, including the intensity of crisis situations for negotiators, the role of culture in communication, and the impact of domestic-level politics on international negotiations. Providing tools for analyzing why negotiations succeed or fail, this innovative text also presents effective exercises and learning approaches that enable students to understand the complexities of negotiation by engaging in the diplomatic process themselves.

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 argues that principles of justice and fairness play an important part in international negotiations.

Publisher Description

This book reinforces the foundation of a new field of studies and research in the intersection between social sciences and specifically between political science, international relations, diplomacy, psychotherapy, and social-cognitive psychology. It seeks to promote a coherent and comprehensive approach to international negotiation from a multidisciplinary viewpoint generating a longer term of studies, researches, and networking process that both respond to changes and differences in our societies and to the unprecedented demand and opportunities for international conflict prevention and resolution. There is a need to increase cooperation, coherence, and efficiency of international negotiation. It is necessary to focus our shared attention on new ways to better formulate integrated and sustainable negotiating strategies for conflict resolution. This book acquires innovative relevance in and will impact on the new context of international challenges which do not have a one-off solution that can be settled through a single target-oriented negotiation process. The book brings together leading scholars and researchers into the field from different disciplines, diplomats, politicians, senior officials, and even a Cardinal of the Holy See to give their contributions and make proposals on how best to optimize the use of negotiation and diplomacy structures, tools, and instruments. However, unlike most studies and researches on international negotiation, this book emphasizes processes, not simply outcomes or event tools but the way in which tools are and can be used to achieve better outcomes in international reality-based negotiation.

In the current economic climate, more than ever, international students provide an important income to universities. They represent much-needed funds for many institutions, but they also come with their own diverse variety of characteristics and requirements. This insightful book offers a critical stance on contemporary views of international students and challenges the way those involved address the important issues at hand. To do this, the authors focus specifically on giving voice to the student experience. In particular, the authors show how international student experience can be a ready asset from which to glean valuable information, particularly in relation to teaching and learning, academic support and the formal and informal curriculum. In this way, the issues affecting international students can be seen as part of the larger set of difficulties that face all students at university today. Integrating contributions from a academics and student voices from a range of backgrounds issues raised include: Academic Writing for International Students The Internationalisation of the Curriculum Identities: The use of stereotypes and auto-stereotypes International Students' Perceptions of Tutors, and The system in reverse, English speaking learners as 'international students'. This book will be of interest to education management and administrators, higher education professionals, especially those working or training to teach large numbers of international students, to which it offers a unique opportunity to understand better the students' point-of-view. Because of this the book will likely appeal to academics in all English speaking countries that recruit significant numbers of international students, as well as the growing number of European universities which teach in English and those in the Indian sub-continent that send large numbers of international students to the UK, Australia, New Zealand and the US.

