Contents

1 Changing Minds: How the Application of the Multiple Intelligences (MI) Framework Could Positively Contribute to the Theory and Practice of International Negotiation ................. 1
   Howard Gardner

2 International Negotiations, Evolution, and the Value of Compassion .............................................................................. 15
   Paul Gilbert

3 Personal Schemas in the Negotiation Process:
   A Cognitive Therapy Approach.......................................................................................................................... 37
   Robert L. Leahy

4 Emotional Competence and Effective Negotiation:
   The Integration of Emotion Understanding, Regulation, and Communication........................................................ 55
   Carolyn Saarni

5 Tacit Knowledge Structures in the Negotiation Process............. 75
   E. Thomas Dowd and Angela N. Roberts Miller

6 Ways to Improve Political Decision-Making: Negotiating Errors to be Avoided ............................................................... 87
   Donald Meichenbaum

7 Escalation of Images in International Conflicts ..................... 99
   Guy Olivier Faure

8 Communication Preliminary to Negotiation in Intractable Conflict.................................................................................. 117
   Dean G. Pruitt
9 Negotiating a New Deal Between Science and Society: Reflections on the Importance of Cognition and Emotions in International Scientific Cooperation and Possible Implications for Enabling Sustainable Societies ........................................ 131
Cornelia E. Nauen

10 Representative Decision Making: Constituency Constraints on Collective Action .......................................................................................... 157
Daniel Druckman, Esra Çuhadar, Nimet Beriker, and Betul Celik

11 Ideal Negotiator: A Personal Formula for the New International System .............................................................................................. 175
Victor Kremenyuk

12 How It Looks When Negotiations Fail: Why Do We Need Specific and Specialized Training for International Negotiators? ......................................................... 189
Olivera Zikic

13 Cognitive Therapy in National Conflict Resolution: An Opportunity. The Lebanese Experience .......................................................... 197
Aimée Karam

14 Transformative Leadership for Peace Negotiation .................. 211
Mauro Galluccio

15 Social Cognitive Psychotherapy: From Clinical Practice to Peace Perspectives ............................................................................................... 237
Francesco Aquilar

16 Conclusions .............................................................................. 253
Francesco Aquilar and Mauro Galluccio

Index ................................................................................................. 255
Psychological and Political Strategies for Peace Negotiation
A Cognitive Approach
Aquilar, F.; Galluccio, M. (Eds.)
2011, XXVIII, 258 p., Hardcover
ISBN: 978-1-4419-7429-7