Part I  Decision Making Approaches to Negotiation

1  Representative Decision-Making: Challenges to Democratic Peace Theory ......................................................... 3
   Esra Cuhadar and Daniel Druckman

2  Tacit Knowledge Awareness and Its Role in Improving the Decision-Making Process in International Negotiations ...................................................... 15
   E. Thomas Dowd

3  A Psychotherapist’s View of Decision-Making: Implications for Peaceful Negotiations  ....................................... 27
   Donald Meichenbaum

4  Moral Disengagement in “War Fever”: How Can We Resist? ................................................................................... 33
   Alfred L. McAlister and Brittanie Wilczak

Part II  Re-framing Approaches to Negotiation

5  The Biology of Cooperative Decision-Making: Neurobiology to International Relations ......................................................... 47
   Nicholas D. Wright

6  Psychological Dynamics of Insight: Relevance to International Negotiation ......................................................... 59
   Neil Sargent and Andrea Bartoli

7  Why Is It So Difficult to Resolve Intractable Conflicts Peacefully? A Sociopsychological Explanation ........ 73
   Daniel Bar-Tal, Eran Halperin, and Ruthie Pliskin

8  Dignity in Negotiation: Its Transforming Power ....................... 93
   Barry Hart
Part III  Conflict Management and International Negotiation

9  Negotiating Conflict Transformations ............................................ 109
   Louis Kriesberg

10  The Evolution of Readiness Theory ........................................... 123
    Dean G. Pruitt

11  Why Is Mediation So Hard? The Case of Syria ........................... 139
    Chester A. Crocker, Fen Osler Hampson, Pamela Aall, and Simon Palamar

12  Underpinning Conflict Prevention by International Cooperation ........................................ 157
    Cornelia E. Nauen and Ursula Hillbrand

Part IV  Emotions Regulation in Negotiation

13  Improving Negotiation Effectiveness with Skills of Emotional Competence ........................................ 175
    Carolyn Saarni

14  International Negotiation and Emotional Intelligence .............. 181
    David R. Caruso

15  From Conflict to Peace Through Emotional Regulation and Cooperation ........................................ 191
    Felicity de Zulueta

16  Mindfulness-Based Training for Negotiators: Fostering Resilience in the Face of Stress ........................................ 209
    Mauro Galluccio and Jeremy D. Safran

Part V  Cognitive and Behavioural Approach to Negotiation

17  A Cognitive Insight on Cooperation and Conflict ..................... 229
    Mauro Galluccio and Aaron T. Beck

18  Impediments and Strategies in Negotiating: A Cognitive Therapy Model ........................................ 245
    Robert L. Leahy

19  Negotiating in the World of Mixed Beliefs and Value Systems: A Compassion-Focused Model ..................... 261
    Paul Gilbert

20  Cognitive Behavioral Therapy Inspiring Values in the Planning and Management of Lebanon National Conflicts Resolution: A Brief Essay ........................................ 279
    Aimée Karam
Part VI  The Intercultural Dimension of International Negotiation

21 Reflections on the Cultural Contexts of Conflict Resolution via Truth and Reconciliation Processes .......... 287
Anthony J. Marsella

22 On Instinctive Human Peace Versus War .......................... 297
David P. Barash

23 Beyond Impasse: Addressing Sacred Values in International Political Negotiations .......................... 311
Nichole Argo and Jeremy Ginges

24 Developing a Global Community: A Social Psychological Perspective ............................................. 329
Morton Deutsch, Eric C. Marcus, and Sarah J. Brazaitis

Part VII  Diplomacy and International Negotiation

25 An Inquiry on War and Peace: Negotiating Common Ground Processes ................................................. 355
Cardinal Renato Raffaele Martino

26 Negotiating Partners: Friends or Foes? .......................................................... 367
Cameron Hume

27 Environment and Science: Finding Common Ground Through International Agreements. An Insider’s View of Negotiation Processes .......................................................... 377
Richard J. Smith

28 Micro-negotiation in the Security Sector Advising Context: A Case Study from Afghanistan ..................... 385
Erik J. Leklem

29 Development Cooperation and Negotiation in Practice ........... 399
Gerardus Gielen

30 Diplomacy Meets Science: Negotiating Responsible and Inclusive Growth ............................................. 413
Mauro Galluccio and Laura Vivani

Afterword .......................................................... 419

Index ................................................................................. 421
Handbook of International Negotiation
Interpersonal, Intercultural, and Diplomatic Perspectives
Galluccio, M. (Ed.)
2015, XLIX, 438 p. 7 illus., 3 illus. in color., Hardcover
ISBN: 978-3-319-10686-1