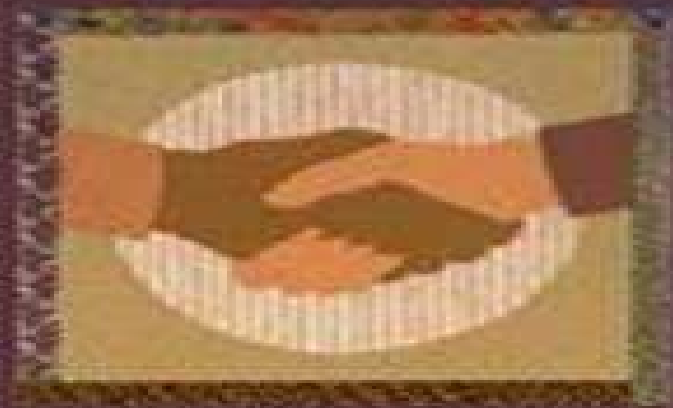




ESSENTIALS of Negotiation

fifth edition

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Negotiating Peace Sven M. G. Koopmans, 2018-07-12 This book is the first and only practical guide to negotiating peace In this ground breaking book Sven Koopmans who is both a peace negotiator and a scholar discusses the practice politics and law of international mediation With both depth and a light touch he explores successful as well as failed attempts to settle the wars of the world building on decades of historical political and legal scholarship Who can mediate between warring parties How to build confidence between enemies Who should take part in negotiations How can a single diplomat manage the major powers What issues to discuss first what last When to set a deadline How to maintain confidentiality How to draft an agreement and what should be in it How to ensure implementation The book discusses the practical difficulties and dilemmas of negotiating agreements as well as existing solutions and possible future approaches It uses examples from around the world with an emphasis on the conflicts of the last twenty five years but also of the previous two and a half thousand Rather than looking only at either legal political or organizational

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