#52456 EDITORS SUMMARY

Organizational and International Negotiation: Analysis of the Literature

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The pages that follow provide a brief overview and analysis of the multiparty negotiation literature found within the organizational and international domains. Part I considers negotiation within organizations, Part II examines negotiation between organizations, Part III investigates the negotiation literature that is focused on diplomacy and multilateral conferences, and Part IV presents three negotiation case studies that illustrate the concepts, theories, and methods presented in this volume. International strategic alliances are considered at the end of Part II, as we transition from the organizational literature to the international literature.