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Nota di contenuto	1. Introduction: The Significance of Conspicuity - Jan-Willem van der

Rijt & Rudolf Schuessler -- 2. The Search for a Rational Explanation: An Overview of the Development of Focal Point Theory - Jan-Willem van der Rijt -- 3. Focality and Salience in Negotiations: Structuring a Conceptual Space - Rudolf Schuessler -- 4. Focal Points and Salient Solutions - Jonas Brown & I. William Zartman -- 5. Focal Points in Arms Control - Mikhail Troitskiy -- 6. CTBT Negotiations and the Split-the-Difference Principle - Mordechai Melamud & Rudolf Schuessler -- 7. Negotiating Peace Agreements: The Value of Focal and Turning Points - Valerie Rosoux & Daniel Druckman -- 8. EU Mediation in Montenegro: Satisficing, Formulation and Manipulation in International Mediation - Siniša Vukovi -- 9. Conclusion: Lessons for Theory and Practice - Rudolf Schuessler & Jan-Willem van der Rijt.

Sommario/riassunto

Focal Points in Negotiation is the first work of its kind to analyze the use of focal points beyond the controlled setting of the laboratory or the stylized context of mathematical game theory, in the real world of negotiation. It demonstrates that there are many more ways focal points influence real life situations than the specific, predetermined roles ascribed to them by game theory and rational choice. The book establishes this by identifying the numerous different, often decisive, modes in which focal points function in the various phases of complex negotiations. In doing so, it also demonstrates the necessity of a thorough understanding of focal points for mediators, negotiators, and others. A scholarly work in nature, Focal Points in Negotiation is also suitable for use in the classroom and accessible for a multidisciplinary audience. Rudolf Schuessler is Professor of Ethics at the University of Bayreuth, Germany. Jan-Willem van der Rijt is Senior Lecturer and Associate Professor in Practical Philosophy at Umeå University, Sweden.
