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Nota di contenuto	Contents; Preface; Acknowledgments; Principled Negotiation and Mediation in the International Arena; 1 Language and Strategy; How Did We Come to Call Nations Evil? The Politics of Being Different; What Can Understanding the Role of a Neutral Mediator Contribute to the Effectiveness of Politicians Who Lead Foreign Policy?; A Renewed Emphasis on Problem Solving; The Evolution of Principled Pragmatism in Legal Negotiation and Mediation When Lawyer, Military, and Business Dispute Resolution Strategy Converge: Can a Principled Pragmatic Strategy Form the Basis for an NGO mediator to Mediate International Disputes?Can a Principled

Mediator Teach Disputants How to Come Up with a Pragmatic Strategy to which Both Parties Will Agree and Implement?; Conclusion; 2 Why Do the Kids Fight about Their Inheritance? Middle East Family Feuds and the Language of Problem Solving; The Importance of Winning; Peacemaking Is Personal; Listening for Understanding; The Way Israel Sees It<sup>12</sup>; The Way Palestinians See It<sup>19</sup>; Palestinians Who Stayed Security Motivated Theft<sup>24</sup>The Gaza Strip: Concession without Reason - Weakness or Strength?; Palestinians View of Gaza Incursion; The Need to Get Back to the Basics; Turning from Position Bargaining to Problem Solving; Small Steps before Big Steps; Who Can Speak for the Parties?; The Big Three: Jerusalem, Settlements, and the Two-State Solution; Monitoring Solutions; Putting an End to Counterproductive Behavior; The Shadow of International Law; International Human Rights Law; Alternatives and Consequences  
Breaking the Downward Spiral - Using History and Mixing Position Bargaining and Problem SolvingPast Concessions Are Future Starting Points; Hasnt This Been Tried Before?; Why Go Down This Road?; Conclusion; 3 North Korea and Nuclear Arms: A Matter of Personal Respect; Can the United States Avoid Blaming Son for Fathers Acts as Head of State; Taking Lessons from Carter and 1994: Empathy First; Diplomacy and Religion; The Carter Example; Talking Tough Has Not Worked; U.S. Principles; What Triggered the Use of a Nongovernmental Mediator?; Six-Party Talks  
Considering the Options: A Just War AnalysisDiplomatic Engagement: Developing Political Policies with Respect to East Asia; Principled Pragmatism: Human Rights Violations in North Korea; The False Dilemma and Zero-Sum Bargaining; Preventive Diplomacy to Transformative Diplomacy; 4 How to Stop the Bickering before War Breaks Out: Bolivia, Chile, and Peru; A Matter of Jurisprudence; Bolivias Perspective; Bolivias Border and Access to the Sea<sup>7</sup>; Chile and Peru after Independence<sup>13</sup>; The Allende Regime<sup>17</sup>; Pinochet Government<sup>19</sup>; Chilean Civilian Rule Restored<sup>20</sup>  
The History of Border Dispute Negotiations between the Parties

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### Sommario/riassunto

This book argues that it can be beneficial for the United States to talk with 'evil' - terrorists and other bad actors - if it engages a mediator who shares the United States' principles yet is pragmatic. It shows how the US can make better foreign policy decisions and demonstrate its integrity for promoting democracy and human rights, by employing a mediator who facilitates disputes between international actors by moving them along a continuum of principles, as political parties act for a country's citizens. This is the first book to integrate theories of rule of law development with conflict resolution methods, and it examines ongoing disputes in the Middle East, North Korea, South America and Africa. It draws on the author's experiences with The Carter Center and judicial and legal advocacy training to provide a sophisticated understanding of the current situation in these countries and of how a strategy of principled pragmatism will give better direction to US foreign policy abroad.

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