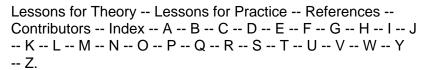
Record Nr. UNINA9910812391303321 Unfinished business: why international negotiations fail // edited by **Titolo** Guy Olivier Faure, with the assistance of Franz Cede Pubbl/distr/stampa Athens,: University of Georgia Press, c2012 **ISBN** 0-8203-4382-X 9786613925367 1-283-61291-7 Edizione [1st ed.] Descrizione fisica 1 online resource (466 p.) Studies in security and international affairs Collana Altri autori (Persone) CedeFranz FaureGuy Olivier Disciplina 327.1/7 Soggetti Diplomatic negotiations in international disputes Negotiation Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Description based upon print version of record. Note generali Nota di bibliografia Includes bibliographical references and index. Nota di contenuto Cover -- Contents -- About the Processes of International Negotiation

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Sommario/riassunto

Most studies of international negotiations take successful talks as their subject. With a few notable exceptions, analysts have paid little attention to negotiations ending in failure. The essays in Unfinished Business show that as much, if not more, can be learned from failed negotiations as from successful negotiations with mediocre outcomes.