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| Nota di contenuto | Cover -- Contents -- About the Processes of International Negotiation (PIN) Program -- Acknowledgments -- PART I. WHAT IS TO BE LEARNED FROM "FAILED" NEGOTIATIONS? -- Introduction -- PART II. SELECTED CASES -- The UN Security Council and Iraq -- Camp David, 2000 -- Nuclear Negotiations: Iran, the EU (and the United States) -- The Cyprus Conflict: Will It Ever End in Agreement? -- The Biological Weapons Convention -- The Negotiations on the Status of Belgium: London Conference, 1830-1833 -- Two Hostage Negotiations: Waco and the Munich Olympics -- PART III. ACTORS AS A CAUSE FOR FAILURE -- Psychological Causes of Incomplete Negotiations -- Culture and International Negotiation Failure -- PART IV. STRUCTURES AS A CAUSE FOR FAILURE -- Structural Dimensions of Failure in Negotiation -- Institutions as a Cause for Incomplete Negotiations -- Issue Content and Incomplete Negotiations -- PART V. STRATEGIES AS A CAUSE FOR FAILURE -- Explaining Failed Negotiations: Strategic Causes -- A Failure to Communicate: Uncertainty, Information, and Unsuccessful Negotiations -- PART VI. PROCESS AS A CAUSE OF FAILURE -- Process Reasons for Failure -- Prolonged Peace Negotiations: The Spoiler's Game -- Managing Complexity -- PART VII. CONCLUSIONS -- Failures: |

Lessons for Theory -- Lessons for Practice -- References --
Contributors -- Index -- A -- B -- C -- D -- E -- F -- G -- H -- I -- J
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-- Z.

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.
