

Literature on Negotiations and Diplomacy by RAYMOND SANER

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Theory and schools of thought in field of negotiations

<http://www.csend.org/publications/negotiation-a-diplomacy/285-negotiations-contributions-by-scholars-from-social-and-economic-sciences?highlight=WyJuZWdvdGlhdGlbnMiXQ==>

Complex negotiations

Negotiating environmental conflicts in Alpine region, Germany

<http://www.csend.org/projectsamples/slovenia/395-governing-the-use-of-landscape-and-habitats-in-the-alpine-areas-negotiations-as-a-means-to-co-ordinate-stakeholder-interests?highlight=WyJuZWdvdGlhdGlbnMiXQ==>

Negotiating trade in educational services at WTO

<http://www.csend.org/announcements/177-negotiating-trade-in-educational-services-within-the-wto-gats-context?highlight=WyJuZWdvdGlhdGlbnMiXQ==>

Negotiating the SDGs

http://www.csend.org/images/articles/files/20140522_Post_MDG_Negotiation_APJPA_362_June_2014.pdf

Economic Diplomacy/Negotiations

Global Economic Governance from the Perspective of a 'Small State': The Case of Switzerland

<http://www.saiia.org.za/occasional-papers/global-economic-governance-from-the-perspective-of-a-small-state-the-case-of-switzerland>

Business Diplomacy/Negotiations

<http://www.diplomacydialogue.org/publications/business-diplomacy.html?start=5>

<http://www.diplomacydialogue.org/images/files/Business%20Government%20NGO%20econ%20diplomacy.pdf>

Peace Negotiations

External Stakeholder Impacts on Official and Non-Official Third-Party Interventions to Resolve Malignant Conflicts: The case of a failed intervention in Cyprus

<http://www.diplomacydialogue.org/images/files/Cyprus02fulltext.pdf>

Evaluating success of diplomatic negotiation training

http://www.adequate.org/images/Files/Diplo_Value_from_Training_2007.pdf

Trade Negotiations

Could plurilateral agreements provide a way forward out of the current impasse of the WTO/Doha Round?

<http://www.diplomacydialogue.org/publications/trade-diplomacy.html>

Educational Diplomacy/Negotiations

<http://www.diplomacydialogue.org/publications/educational-diplomacy.html>

Environmental Diplomacy/Negotiations

<http://www.diplomacydialogue.org/publications/environmental-diplomacy.html>

Development Diplomacy/Negotiations

<http://www.diplomacydialogue.org/publications/development-diplomacy.html>

Health Diplomacy/Negotiations

<http://www.diplomacydialogue.org/publications/health-diplomacy.html>

Science Diplomacy/Negotiations

<http://www.diplomacydialogue.org/publications/science-diplomacy.html>

Teaching Diplomacy and Negotiations

<http://www.diplomacydialogue.org/teaching-new-diplomacies.html>

Training Diplomats in Leadership and Management

http://www.diplomacydialogue.org/images/files/20130219-Training%20Diplomats%20in%20Management%20and%20Leadership%20_final.pdf

Books on Negotiations

Saner, R., Michaelun, V.; (Eds); State actor versus Non-State Actor Negotiations, Republic of Letters, The Hague, NL, (410 pp). 2009

Saner, R. "The Expert Negotiator", 4th Edition, Martinus Nijhoff, The Hague, (282 pp) 2012.

Saner, R. "L'art de la négociation", 2nd Edition, Chiron Publications., Paris, (301 pp), 2005

Saner, R. "O Negociador Experiente", 2nd Edition, SENAC, Sao Paulo, (292 pp), 2004

Saner, R. "El Experto Negociador", Gestion 2000, Barcelona, (256 pp.), 2002

Saner, R. "Verhandlungstechnik" , Haupt Verlag, Berne, (282 pp), (2nd Ed), 2008.

Book chapters on Negotiations/Diplomacy

Saner, R; Yiu, L; "Participation of Civil Society Organisations in the United Nations and in the Aid Effectiveness Discourse and Related Standard-Setting Negotiations", in Göymen, K; Lewis, R (eds), "Public Policymaking in a Globalized World"; Istanbul Policy Center, Istanbul; (2015); pp 149-185.

Saner, R; Yiu, L; "The New Diplomacies and Humanitarian Work Psychology", in Carr, St, MacLahlan, M and Furnham, A, "Humanitarian Work Psychology", Palgrave Macmillan, New York, 2012, pp 129-166