



## International Negotiation in a Complex World (New Millennium Books in International Studies)

*By Brigid Starkey, Mark A. Boyer, Jonathan Wilkenfeld*

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### **International Negotiation in a Complex World (New Millennium Books in International Studies)** By Brigid Starkey, Mark A. Boyer, Jonathan Wilkenfeld

Negotiations to prevent or end conflict play a crucial role in today's conflict-ridden world, and this hands-on text is an essential introduction to the high-stakes realm of international negotiation. Using an easy-to-understand game-board analogy as a framework for studying negotiation episodes, the book focuses on key aspects of the process, including bargaining, issue salience, and strategic choice. A rich array of case studies and real-world examples illustrate key themes, including how crisis, culture, domestic politics, and non-state actors and forces influence the international relations of states. Providing tools for analyzing why negotiations succeed or fail, this innovative text also presents effective exercises and learning approaches that enable students to understand the complexities of negotiation by engaging in the diplomatic process themselves.

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## **Editorial Review**

### Review

**PRAISE FOR PREVIOUS EDITIONS** A welcome addition to the large and growing literature on negotiation. The authors have had a long association with the International Communication and Negotiation Simulation Project (ICONS) at the University of Maryland, and a strong desire to develop an approach to the study of negotiation that is based on simulation exercises, utilizing sophisticated network techniques. Their short book is both substantially rich and a valuable tool for students and policy-makers alike... International Affairs **PRAISE FOR PREVIOUS EDITIONS** This engaging book moves us to a new era of international relations characterized by global diplomacy, nonstate actors, and complex, interlinked issues. Using interesting case examples, the authors bring concepts to life for the practitioner, scholar, and general reader alike. Capturing key ideas in the contemporary literature on negotiation, they show how the changing international context interacts with specific negotiating situations in shaping processes and producing outcomes. The authors' use of a board game metaphor for negotiating processes and strategies enables the reader to appreciate the complexity and uncertainty of negotiation without being mired in technical details. Useful chapter summaries, glossaries, web sites, and references further enhance the book's value.. -- Daniel Druckman, Institute for Conflict Analysis and Resolution **PRAISE FOR PREVIOUS EDITIONS** Negotiating a Complex World is more than merely 'an introduction to international negotiation.' Starkey, Boyer, and Wilkenfeld have presented a sophisticated framework for understanding international negotiation that will be a valuable tool for students, scholars, and policy makers alike. The authors' Afterword on virtual diplomacy is a timely addition that should be required reading for students and practitioners of the art of diplomacy in the twenty-first century... -- Linda Brady, The Sam Nunn School of International Affairs, Georgia Institute of Technology **PRAISE FOR PREVIOUS EDITIONS** Starkey, Boyer, and Wilkenfeld update their textbook and tutorial to incorporate new events and new developments in continuing conflicts during the five years since the first edition. Their approach does not pivot on the case studies, however, but on concepts in negotiation: the board, the players, the stakes, the moves, and outcomes... Reference and Research Book News **PRAISE FOR PREVIOUS EDITIONS** Unique ... is the emphasis placed on simulations and 'virtual diplomacy,' including the listing of myriad web sites devoted to negotiation. A well-designed book with many references to contemporary examples of negotiation, it is more appropriate to the beginner than the expert. The bibliography is quite good... **CHOICE PRAISE FOR PREVIOUS EDITIONS** This revised edition of Negotiating a Complex World brings the field [of international negotiations] up to date. The authors use the metaphor of games as a way of understanding the central aspects of international negotiation. It provides a broad overview of the field, without losing its sensitivity to the problems and issues facing different negotiation situations. The theoretical parts are nicely backed by empirical illustrations. Journal Of Peace Research **PRAISE FOR PREVIOUS EDITIONS** Starkey, Boyer, and Wilkenfeld update their textbook and tutorial to incorporate new events and new developments in continuing conflicts during the five years since the first edition. Their approach does not pivot on the case studies, however, but on concepts in negotiation: the board, the players, the stakes, the moves, and outcomes. Reference and Research Book News **PRAISE FOR PREVIOUS EDITIONS** This engaging book moves us to a new era of international relations characterized by global diplomacy, nonstate actors, and complex, interlinked issues. Using interesting case examples, the authors bring concepts to life for the practitioner, scholar, and general reader alike. Capturing key ideas in the contemporary literature on negotiation, they show how the changing international context interacts with specific negotiating situations in shaping processes and producing outcomes. The authors' use of a board game metaphor for negotiating processes and strategies enables the reader to appreciate the complexity and uncertainty of negotiation without being mired in technical details. Useful chapter summaries, glossaries, web sites, and references further enhance the book's value. -- Daniel

Druckman, Institute for Conflict Analysis and Resolution PRAISE FOR PREVIOUS EDITIONS Negotiating a Complex World is more than merely 'an introduction to international negotiation.' Starkey, Boyer, and Wilkenfeld have presented a sophisticated framework for understanding international negotiation that will be a valuable tool for students, scholars, and policy makers alike. The authors' Afterword on virtual diplomacy is a timely addition that should be required reading for students and practitioners of the art of diplomacy in the twenty-first century. -- Linda Brady, The Sam Nunn School of International Affairs, Georgia Institute of Technology PRAISE FOR PREVIOUS EDITIONS A welcome addition to the large and growing literature on negotiation. The authors have had a long association with the International Communication and Negotiation Simulation Project (ICONS) at the University of Maryland, and a strong desire to develop an approach to the study of negotiation that is based on simulation exercises, utilizing sophisticated network techniques. Their short book is both substantially rich and a valuable tool for students and policy-makers alike. International Affairs PRAISE FOR PREVIOUS EDITIONS Unique ... is the emphasis placed on simulations and 'virtual diplomacy,' including the listing of myriad web sites devoted to negotiation. A well-designed book with many references to contemporary examples of negotiation, it is more appropriate to the beginner than the expert. The bibliography is quite good. CHOICE PRAISE FOR PREVIOUS EDITIONS Despite the importance of international negotiation there are remarkably few texts that can unconditionally be recommended for international relations courses. Professors Starkey, Boyer, and Wilkenfeld are to be congratulated for producing an authoritative introduction to international negotiation that is at once clear, interesting, innovative, and enjoyable. The authors have produced an excellent, user-friendly text for students that brilliantly succeeds in getting across key features of the negotiating process. They cover the major concepts, approaches, and theories in the field in a concise and highly readable way. Their synthesis of case study and theoretical analysis is just what is called for. What particularly impressed me was the ability of the authors to explain the context and mechanics of international negotiation while at the same time placing negotiation exactly where it should be-at the heart of international relations. As well as enthusiastically endorsing the adoption of this fine study as an introduction to international negotiation, I would also wish to recommend it most highly as an essential component of general courses on diplomacy and foreign policy. -- Raymond Cohen, The Hebrew University of Jerusalem, author of Negotiating Across Cultures

#### About the Author

**Brigid Starkey** teaches political science at the University of Maryland, Baltimore County. **Mark A. Boyer** is professor and department head of political science at the University of Connecticut. **Jonathan Wilkenfeld** is professor of government and politics at the University of Maryland, College Park.

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