

# Preface

International negotiation between states involves risks. Some are risks that may determine the future of mankind, for example, risks posed by climate change, use of nuclear energy, large-scale use of chemical agents like fertilizers, and weapons of mass destruction. In international cooperation and dispute settlement, governments, organizations, and other actors will wish to address or, indeed, will need to address *issue-driven* risks such as these. An important topic in their own right in the context of negotiation analysis, *issue-driven* risks are the main type of risk dealt with in this book.

There are also risks posed by international negotiations themselves, which need not always have a negative impact on negotiations. Risk taking by a leading actor may help parties to get a negotiation process out of an impasse or make a stalemate more hurting to other parties. We call such risks *actor-driven* risks, and these will also be covered in this book.

The book is another product of the work of the Processes of International Negotiation (PIN) Program at the International Institute for Applied Systems Analysis (IIASA) located in Laxenburg, near Vienna, Austria. Since 1988 the PIN Program has been managed by an international Steering Committee of scholars, which meets three times a year to develop and propagate new knowledge about the processes of international negotiation. Among other activities, the Committee conducts one or two workshops every year devoted to a collective publication project that involves scholars from a wide spectrum of countries; this allows us to tap into a broad range of international expertise and to support scholarship on aspects of international negotiation. This book provides another illustration of PINs work, and we hope that it contributes to meeting the ambitious goals that the PIN Program has set itself from its inception.

PIN books are not just conference proceedings. Their intention is rather to establish the state of the art of international negotiations and stimulate further work on the subject to which they are devoted. Therefore, the papers contributed usually have to be revised and discussed, and then rewritten. This is even more the case here than in other books we have produced. The necessary inclusion of the two important topics of climate change and nuclear reactors turned out to be more difficult

than anticipated. After the project was already well advanced, new authors had to come on board. Thus, the project took a long time to come to fruition.

We wish to express our gratitude for the participation of the Steering Committee members, all of whom provided a constructive atmosphere and helpful comments at many stages of the project. We also appreciate the flexible and responsive participation of the authors of the individual chapters who joined the project from a number of countries. We are grateful too for the ongoing support for the project by IIASAs director, Leen Hordijk, who made PIN's productivity possible, and also to IIASA's publications team. Support for all our activities and careful and pleasing attention to every details of our work have been provided by Tanja Huber, our project administrator.

Combining the systems analysis of IIASA with the diplomatic atmosphere of Empress Maria Theresa's beautiful summer palace in Laxenburg, where IIASA carries out its state-of-the-art-work within Baroque walls, has, indeed, inspired our efforts.

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