

---

# Contents

## Part I Decision Making Approaches to Negotiation

- 1 Representative Decision-Making: Challenges to Democratic Peace Theory** ..... 3  
Esra Cuhadar and Daniel Druckman
- 2 Tacit Knowledge Awareness and Its Role in Improving the Decision-Making Process in International Negotiations** ..... 15  
E. Thomas Dowd
- 3 A Psychotherapist's View of Decision-Making: Implications for Peaceful Negotiations**..... 27  
Donald Meichenbaum
- 4 Moral Disengagement in "War Fever": How Can We Resist?**..... 33  
Alfred L. McAlister and Brittanie Wilczak

## Part II Re-framing Approaches to Negotiation

- 5 The Biology of Cooperative Decision-Making: Neurobiology to International Relations**..... 47  
Nicholas D. Wright
- 6 Psychological Dynamics of Insight: Relevance to International Negotiation**..... 59  
Neil Sargent and Andrea Bartoli
- 7 Why Is It So Difficult to Resolve Intractable Conflicts Peacefully? A Sociopsychological Explanation** ..... 73  
Daniel Bar-Tal, Eran Halperin, and Ruthie Pliskin
- 8 Dignity in Negotiation: Its Transforming Power**..... 93  
Barry Hart

### **Part III Conflict Management and International Negotiation**

- 9 Negotiating Conflict Transformations** ..... 109  
Louis Kriesberg
- 10 The Evolution of Readiness Theory** ..... 123  
Dean G. Pruitt
- 11 Why Is Mediation So Hard? The Case of Syria** ..... 139  
Chester A. Crocker, Fen Osler Hampson, Pamela Aall,  
and Simon Palamar
- 12 Underpinning Conflict Prevention by International  
Cooperation** ..... 157  
Cornelia E. Nauen and Ursula Hillbrand

### **Part IV Emotions Regulation in Negotiation**

- 13 Improving Negotiation Effectiveness with Skills  
of Emotional Competence** ..... 175  
Carolyn Saarni
- 14 International Negotiation and Emotional Intelligence** ..... 181  
David R. Caruso
- 15 From Conflict to Peace Through Emotional  
Regulation and Cooperation** ..... 191  
Felicity de Zulueta
- 16 Mindfulness-Based Training for Negotiators:  
Fostering Resilience in the Face of Stress** ..... 209  
Mauro Galluccio and Jeremy D. Safran

### **Part V Cognitive and Behavioural Approach to Negotiation**

- 17 A Cognitive Insight on Cooperation and Conflict**..... 229  
Mauro Galluccio and Aaron T. Beck
- 18 Impediments and Strategies in Negotiating:  
A Cognitive Therapy Model**..... 245  
Robert L. Leahy
- 19 Negotiating in the World of Mixed Beliefs  
and Value Systems: A Compassion-Focused Model** ..... 261  
Paul Gilbert
- 20 Cognitive Behavioral Therapy Inspiring Values  
in the Planning and Management of Lebanon National  
Conflicts Resolution: A Brief Essay** ..... 279  
Aimée Karam

## **Part VI The Intercultural Dimension of International Negotiation**

- 21 Reflections on the Cultural Contexts of Conflict Resolution via Truth and Reconciliation Processes** ..... 287  
Anthony J. Marsella
- 22 On Instinctive Human Peace Versus War** ..... 297  
David P. Barash
- 23 Beyond Impasse: Addressing Sacred Values in International Political Negotiations** ..... 311  
Nichole Argo and Jeremy Ginges
- 24 Developing a Global Community: A Social Psychological Perspective** ..... 329  
Morton Deutsch, Eric C. Marcus, and Sarah J. Brazaitis

## **Part VII Diplomacy and International Negotiation**

- 25 An Inquiry on War and Peace: Negotiating Common Ground Processes** ..... 355  
Cardinal Renato Raffaele Martino
- 26 Negotiating Partners: Friends or Foes?** ..... 367  
Cameron Hume
- 27 Environment and Science: Finding Common Ground Through International Agreements. An Insider's View of Negotiation Processes** ..... 377  
Richard J. Smith
- 28 Micro-negotiation in the Security Sector Advising Context: A Case Study from Afghanistan** ..... 385  
Erik J. Leklem
- 29 Development Cooperation and Negotiation in Practice** ..... 399  
Gerardus Gielen
- 30 Diplomacy Meets Science: Negotiating Responsible and Inclusive Growth** ..... 413  
Mauro Galluccio and Laura Vivani
- Afterword** ..... 419
- Index** ..... 421

<http://www.springer.com/978-3-319-10686-1>

Handbook of International Negotiation  
Interpersonal, Intercultural, and Diplomatic  
Perspectives

Galluccio, M. (Ed.)

2015, XLIX, 438 p. 7 illus., 3 illus. in color., Hardcover

ISBN: 978-3-319-10686-1