



### Scope

*International Negotiation: A Journal of Theory and Practice* examines negotiation from many perspectives, to explore its theoretical foundations and to promote its practical application. It addresses the processes of negotiation relating to political, security, environmental, ethnic, economic, business, legal, scientific and cultural issues and conflicts among nations, international and regional organizations, multinational corporations and other non-state parties. Conceptually, the *Journal* confronts the difficult task of developing interdisciplinary theories and models of the negotiation process and its desired outcome. Analytically, it publishes a broad selection of original research articles, traditional historical and case studies, and significant contributions to the expanding body of knowledge in the field. In general terms, the *Journal's* practical aim is to identify, analyze and explain effective and efficient international negotiation and mediation processes that result in long-lasting, flexible and implementable solutions. The Editors feel that these questions may be more effectively addressed by devoting entire issues of the *Journal* to the study of a particular problem. Each issue offers a coherent, integrated perspective on a specific subject, for example, justice and international negotiation, generating creative negotiations, negotiating un-negotiable issues, failed negotiations, and lessons from other levels of negotiation analysis.

### Manuscript submission

Submitted articles and proposals for thematic issues should be sent by e-mail attachment (Microsoft Word format) to the Editor-in-Chief, Dr. Bertram I. Spector, at:

[negotiation@negotiations.org](mailto:negotiation@negotiations.org).

All submissions will be independently reviewed for quality, originality and contribution to the field, and may be returned to authors for revision. If accepted for publication, an e-mail attachment of the manuscript in Microsoft Word format will be required.

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### General

Manuscripts should be typed double-spaced with wide margins using American English spelling. Articles should be no longer than 12,000 words.



The first page of the manuscript should contain the title, and the author's name, affiliation, mailing address, phone and fax numbers, and e-mail address. A 3-4 sentence biographical sketch for the author is desirable.

### Abstract, Keywords

The second page should include an abstract of no more than 250 words and 5-10 keywords.

### References, Citations and Footnotes

Citations in the text should follow the author-date format and, if necessary, include the page cited. For example, (Brown 1986), (Jones 1978a, 1978b), (Smith & Johnson 1983: 125).

The reference list should be placed at the end of the article as shown below. All references given should be as complete as possible. Journal and book titles should be italicized.

#### *Journals*

Putnam, Robert (1988). "Diplomacy and Domestic Politics: The Logic of Two-Level Games." *International Organization* 42, 1: 427-460.

#### *Books*

Raiffa, Howard (1982). *The Art and Science of Negotiation*. Cambridge, MA: Harvard University Press.

#### *Articles within edited books*

Sergeev, Victor M. (1991). "Metaphors for Understanding International Negotiation," in Victor Kremenyuk, editor, *International Negotiation: Analysis, Approaches, Issues*. San Francisco, CA: Jossey-Bass, Inc.

### Footnotes

All footnotes should end with a full stop. Footnotes should be used to provide additional or tangential information, not to provide a citation exclusively.

When there is one footnote in a sentence, the footnote should follow all punctuation rules. When there is more than one footnote, the footnotes should be placed after the idea, quote, article, etc, except for the last footnote, which should follow all punctuation rules.

### Tables and Figures

Tables and figures should be numbered consecutively and provided as separate source files. All tables and figures should be cited in the text. The quality of the material provided should be suitable for printing in the correct size of the journal.



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