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.

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. Submission of a paper for publication implies that the article has not been published previously and is not being considered currently for publication elsewhere. Copyright reverts to the publisher, Martinus Nijhoff Publishers, an imprint of Koninklijke Brill NV.

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General

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

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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.

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