

## Negotiation, culture and intercultural communication

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Compiled: July 1, 2011

ALON, I.; BRETT, J.M.: Perceptions of time and their impact on negotiations in the Arabic-speaking Islamic world, in: NEGOTIATION JOURNAL, 23(1) January 2007: 55-73.

Keywords: negotiation; Islam; culture; perception

AMERICAN negotiating behavior: wheeler-dealers, legal eagles, bullies, and preachers / eds. R.H. Solomon; N. Quinney. - Washington, DC: United States Institute of Peace [USIP], 2010. - xxiv, 357 p. (B-R 1134)

Keywords: negotiation; culture; international negotiations; diplomats; United States; Singapore; Japan; Turkey; New Zealand; Russia; India

BARNETT, M.: Culture, strategy and foreign policy change: Israel's road to Oslo, in: EUROPEAN JOURNAL OF INTERNATIONAL RELATIONS, 5(1) March 1999: 5-36.

Keywords: foreign policy; security policy; occupied territories; national identity; peace negotiations; peace treaties; Palestinians; Israel

BARRENADA, I.: Alliance of civilizations, Spanish public diplomacy and cosmopolitan proposal, in: MEDITERRANEAN POLITICS, 11(1) March 2006: 99-104.

Keywords: public diplomacy; culture; counterterrorism; Arab world; Spain

BRIDGE the gap or mind the gap?: culture in Western-Arab relations / M. Berger; E. van der Plas; Ch. Huygens ... [et al.]. - The Hague: Netherlands Institute of International Relations 'Clingendael', 2008. - 54 p. (CD CDP15)

Keywords: international relations; culture; diplomatic relations; international cultural relations; Arab world

BUILDING a negotiation research agenda for the millennium [research report] / guest ed. J.M. Brett, in: NEGOTIATION JOURNAL, 15(4) October 1999: 321-395.

Keywords: negotiation; international negotiations; conflict management; models; culture

CLEMENS, JR., W.C.: The role of culture in negotiations with the North, in: JOURNAL OF EAST ASIAN AFFAIRS, 19(2) Fall-Winter 2005: 43-65.

Keywords: culture; international negotiations; weapons of mass destruction; North Korea; United States

COGAN, CH.: French negotiating behavior: dealing with la grande nation. - Washington, DC: United States Institute of Peace, 2003. - xv, 344 p. (B-O 82)

Keywords: negotiation; culture; French; France

COHEN, R.: Negotiating across cultures: communication obstacles in international diplomacy. - Washington: United States Institute of Peace Press, 1991. - xv, 193 p. (B-U 157)

Keywords: diplomatic relations; negotiation; culture; foreign policy; United States

COHEN, R.: Negotiating across cultures: international communication in an interdependent world. - rev. ed. - Washington: United States Institute of Peace Press, 1997. - xvi, 268 p. (B-D 178)

Keywords: diplomatic relations; negotiation; culture; foreign policy; United States

The CONFLICT and culture reader / ed. by P.K. Chew. - New York [etc.]: New York University Press, 2001. - xv, 313 p. (B-H 99)

Keywords: conflict management; culture; negotiation; international mediation; gender; Roma and Sinti; ethnic groups

CULTURE and negotiation: the resolution of water disputes / ed. by G.O. Faure; J.Z. Rubin. - Newbury Park [etc.]: Sage, 1993. - xvi, 264 p. (B-X 61)

Keywords: negotiation; culture; water supply; international negotiations

CULTURE and joint gains in negotiation [research report] / J.M. Brett; W. Adair; A. Lempereur ... [et al.], in: NEGOTIATION JOURNAL, 14(1) January 1998: 61-86.

Keywords: culture; negotiation

CULTURE and security: multilateralism, arms control and security building [special issue] / ed. by K.R. Krause, in: CONTEMPORARY SECURITY POLICY, 19(1) April 1998: 240 p.

Keywords: culture; non-/proliferation; arms control; arms control negotiations; international negotiations; negotiation; ASEAN; China; Latin America; Middle East; India

DEBRETT'S correct form: standard styles of address for everyone from peers to presidents. - London: Headline, 1999. - vii, 375 p. (B-R 861)

Keywords: diplomatic relations; culture; terminology

ELGSTROEM, O.: Norms, culture, and cognitive patterns in foreign aid negotiations, in: NEGOTIATION JOURNAL, 6(2) April 1990: 147-159.

Keywords: negotiation; developing countries

ETHNIC bargaining: conflict management in pluralistic societies [special issue] / guest ed. D. Rothchild, in: INTERNATIONAL NEGOTIATION, 2(1) 1997: 171 p.

Keywords: negotiation; conflict management; conflict prevention; ethnic groups; culture; Kurds; Bosnia and Herzegovina; Northern Ireland; Sri Lanka; Estonia; Turkey; Lebanon; Mexico

FAURE, G.O.: Culture and conflict resolution, in: The SAGE handbook of conflict resolution / ed. by J. Bercovitch; V. Kremenjuk; I.W. Zartman. - Los Angeles [etc.]: SAGE, 2009. - p. 506-524. (B-R 843)

Keywords: culture; conflict management; international negotiations; international mediation

FOWLER, M.R.: Culture and negotiation: the pedagogical dispute regarding cross-cultural simulations, in: INTERNATIONAL STUDIES PERSPECTIVES, 10(3) August 2009: 341-359.

Keywords: education; international relations; negotiation; culture

FOWLER, M.R.: Transplanting active learning abroad: creating a stimulating negotiation pedagogy across cultural divides, in: INTERNATIONAL STUDIES PERSPECTIVES, 6(2) May 2005: 155-173.

Keywords: negotiation; education; culture

HANDBOOK of international and intercultural communication / eds. W.B. Gudykunst; B. Mody. - 2nd ed. - Thousand Oaks: Sage, 2002. - x, 606 p. (B-I 218)

Keywords: communication; negotiation; culture; international cultural relations; languages; international negotiations; handbooks

HERNANDEZ REQUEJO, W.; GRAHAM, J.L.: Global negotiation: the new rules. - New York: Palgrave Macmillan, 2008. - vii, 263 p. (B-R 910)

Keywords: international negotiations; negotiation; culture

HOFSTEDE, G.; HOFSTEDE, G.J.; MINKOV, M.: Cultures and organizations: software of the mind. - 3rd rev. and exp. ed. - New York: McGraw-Hill, 2010. - xiv, 561 p. (B-R 1135)

Keywords: culture; international cooperation; organisation research; negotiation

HOFSTEDE, G.: Culture's consequences: comparing values, behaviors, institutions and organizations across nations. - 2nd ed. - Thousand Oaks: Sage, 2001. - xx, 596 p. (B-P 59)

Keywords: culture; international relations; diplomatic relations; negotiation

HOW people negotiate: resolving disputes in different cultures / ed. by G.O. Faure. - Dordrecht [etc.]: Kluwer Academic Publishers, 2003. - xiii, 207 p. (B-O 140)

Keywords: negotiation; culture; international mediation

HUANG, YI-HUI; BEDFORD, O.: The role of cross-cultural factors in integrative conflict resolution and crisis communication: the Hainan incident, in: AMERICAN BEHAVIORAL SCIENTIST, 53(4) December 2009: 565-578. (CE6234)

Keywords: conflict management; crisis management; culture; international negotiations; China; United States

INNOVATION in international negotiation: content and style [special issue] / guest eds. J.M. Ulijn; D. Tjosvold, in: INTERNATIONAL NEGOTIATION, 9(2) 2004: 195-339.

Keywords: international negotiations; negotiation; culture; simulation games; ethics

INTERCULTURAL communication and diplomacy / ed. by H. Slavik. - Msida: DiploFoundation, 2004. - xiii, 451 p. (B-P 192)

Keywords: diplomatic relations; culture; communication; negotiation; international negotiations

INTERNATIONAL negotiation: actors, structure/process, values / ed. by P. Berton; H. Kimura; I.W. Zartman. - Basingstoke: Macmillan, 1999. - 371 p. (B-H 264)

Keywords: international negotiations; negotiation; culture

KARMI, G.: Reconciliation in the Arab-Israeli conflict, in: MEDITERRANEAN POLITICS, 4(3) Autumn 1999: 104-114.

Keywords: peace negotiations; Palestinians; culture; reconciliation; Israel; Middle East

LEHENY, D.: A narrow place to cross swords: soft power and the politics of Japanese popular culture in East Asia, in: Beyond Japan: the dynamics of East Asian regionalism / eds. P.J. Katzenstein; Takashi Shiraishi. - Ithaca: Cornell University Press, 2006. - p. 211-233. (B-R 317)

Keywords: public diplomacy; culture; international cultural relations; Japan

MARK, CHI-KWAN: Hostage diplomacy: Britain, China, and the politics of negotiation, 1967-1969, in: DIPLOMACY & STATECRAFT, 20(3) September 2009: 473-493.

Keywords: hostage taking; immunities; diplomatic relations; culture; international negotiations; United Kingdom; China

MEAD, R.: Cross-cultural management communication. - Chichester [etc.]: John Wiley, 1990. - xii, 273 p. (B-U 158)

Keywords: communication; culture; management; negotiation

MEDIATION in the USA, China, Japan, and Korea / J.A. Wall, Jr.; M. Blum; R.R. Callister ... [et al.], in: SECURITY DIALOGUE, 29(2) June 1998: 235-248.

Keywords: conflict management; negotiation; culture; United States; China; Japan; Korea

METHODS of negotiation research: II [special issue] / guest ed. P. Carnevale; C.K.W. de Dreu, in: INTERNATIONAL NEGOTIATION, 10(1) Juli 2005: 1-203.

Keywords: negotiation; scientific research; communication; internet; culture

MINGST, K.A.; WARKENTIN, C.P.: What difference does culture make in multilateral negotiations?, in: GLOBAL GOVERNANCE, 2(2) May-August 1996: 169-188.

Keywords: culture; international negotiations

MUEHLEN, A.: Internationales Verhandeln: Konfrontation, Wettbewerb, Zusammenarbeit mit zahlreichen interkulturellen Fakten und Fallbeispielen. - 3. Aufl. - Münster: LIT Verlag, 2005. - 344 p. (B-P 172)

Keywords: negotiation; international negotiations; culture

MURRAY, J.S.: The Cairo stories: some reflections on conflict resolution in Egypt, in: NEGOTIATION JOURNAL, 13(1) January 1997: 39-60.

Keywords: conflict management; negotiation; culture; Egypt

NEGOTIATION eclectics: essays in memory of Jeffrey Z. Rubin / ed. by D. Kolb. - Cambridge, Mass.: PON Books, 1999. - 351 p. (B-H 357)

Keywords: negotiation; international negotiations; culture; models; peace negotiations; Middle East; China

The NEW public diplomacy: soft power in international relations / ed. by J. Melissen. - Basingstoke: Palgrave Macmillan, 2005. - xxiv, 221 p. (B-R 161)

Keywords: public diplomacy; culture; hegemony; EU foreign policy; China; United States; Canada; Norway; Libya; Iran

PRESTWICH, R.: Cross-cultural negotiating: a Japanese-American case study from higher education, in: INTERNATIONAL NEGOTIATION, 12(1) 2007: 29-55.

Keywords: negotiation; international negotiations; culture; Japan; United States

PROFESSIONAL cultures in international negotiation: bridge or rift? / ed. by G. Sjöstedt. - Lanham [etc.]: Lexington Books, 2003. - x, 295 p. (B-O 141)

Keywords: negotiation; international negotiations; culture; International Criminal Court; EC accession; Uruguay Round; CTBT; desertification; Finland

READY, K.J.; TESSEMA, M.T.: Perceptions and strategies in the negotiation process: a cross cultural examination of U.S. and Malaysia, in: INTERNATIONAL NEGOTIATION, 14(3) 2009: 493-517.

Keywords: negotiation; culture; gender; United States; Malaysia

REUS-SMIT, CHR.: The moral purpose of the state: culture, social identity, and institutional rationality in international relations. - Princeton, New Jersey: Princeton University Press, 1999. - xiii, 199 p. (B-K 201)

Keywords: international relations theory; states; diplomatic relations; culture

REYNOLDS, D.: Summitry as intercultural communication, in: INTERNATIONAL AFFAIRS, 85(1) January 2009: 115-127.

Keywords: international conferences; culture; communication; international relations theory; diplomatic relations

RIVERS, CH.; LYTLE, A.L.: Lying, cheating foreigners!: negotiation ethics across cultures, in: INTERNATIONAL NEGOTIATION, 12(1) 2007: 1-28.

Keywords: negotiation; international negotiations; ethics; codes of conduct; culture

RUANE, A.E.: "Real men" and diplomats: intercultural diplomatic negotiation and masculinities in Chinese, Russian and Anglo-American contexts. - Honolulu: International Studies Association [ISA], March 2005. - 24 p. (CA2042)

Keywords: negotiation; culture; equality between men and women; China; Russia; United States; United Kingdom

RUANE, A.E.: "Real men" and diplomats: intercultural diplomatic negotiations and masculinities in China and the United States, in: INTERNATIONAL STUDIES PERSPECTIVES, 7(4) November 2006: 342-359.

Keywords: diplomatic service; gender; negotiation; diplomats; culture; China; United States

RUBIN, J.Z.; SANDER, F.E.A.: Culture, negotiation, and the eye of the beholder, in: NEGOTIATION JOURNAL, 7(3) July 1991: 249-253. (CE6870)

Keywords: negotiation; culture

SALACUSE, J.W.: Ten ways that culture affects negotiating style: some survey results, in: NEGOTIATION JOURNAL, 14(3) July 1998: 221-240.

Keywords: negotiation; international negotiations; culture

SALEM, P.E.: A critique of western conflict resolution from a non-western perspective, in: NEGOTIATION JOURNAL, 9(4) October 1993: 361-369.

Keywords: conflict management; negotiation; culture; Western industrialised countries

SEBENIUS, J.K.: Caveats for cross-border negotiators, in: NEGOTIATION JOURNAL, 18(2) April 2002: 121-133.

Keywords: international negotiations; culture

SENGER, J.M.: Tales of the bazaar: interest-based negotiation across cultures, in: NEGOTIATION JOURNAL, 18(3) July 2002: 233-250.

Keywords: negotiation; culture

SONG, JONG-HWAN: North Korean negotiating behavior: a cultural approach, in: EAST ASIAN REVIEW, 15(2) Summer 2003: 87-104.

Keywords: negotiation; culture; North Korea

TEACHING ideas: Hewlett conference 2000: focus on negotiation pedagogy / guest ed. S. Cobb, in: NEGOTIATION JOURNAL, 16(4) October 2000: 315-419.

Keywords: negotiation; education; gender; culture

VERLUYTEN, S.P.: Intercultural communication in business and organisations: an introduction. - Leuven: Acco, 2000. - 255 p. (B-I 52)

Keywords: culture; communication; international organisations; private sector; negotiation

WISEMAN, G.: Pax Americana: bumping into diplomatic culture, in: INTERNATIONAL STUDIES PERSPECTIVES, 6(4) November 2005: 409-430.

Keywords: foreign policy; security policy; diplomatic relations; United States

YAHUDA, M.: Hong Kong's future: Sino-British negotiations, perceptions, organization, and political culture, in: INTERNATIONAL AFFAIRS, 69(2) April 1993: 245-266.

Keywords: international negotiations; democratisation; bilateral relations; bilateral agreements; foreign policy; Hong Kong; China; United Kingdom