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THE INTERNATIONAL NEGOTIATION COMPETITION: A GUIDE FOR PARTICIPANTS The International Negotiation Competition offers students the unique opportunity to negotiate with other students from all across the globe. With that opportunity come some challenges. In any international experience, preparation smoothes the way. This brief guide will offer some insights that will hopefully assist teams to ...

## **THE INTERNATIONAL NEGOTIATION COMPETITION: A GUIDE FOR**

Journal, International Negotiation, Journal of Police Crisis Negotiations, Journal of Collective Negotiations , to name but a few) shows the growing importance attached to the subject. However, in Hungary there is a relative lack of research into negotiations.

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2 ALTERNATIVE DISPUTE RESOLUTION APPROACHES AND WATER The tendency for resolution in the world today is to use interest-based negotiation and mediation,

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negotiation theory, introduces basic definitions and concepts, and provides an overview of some of the main schools of thought contributing to the existing negotiation literature. Section four provides an overview of the essential elements of principled negotiations, and

### **Negotiation Theory and Practice - Home | Food and**

In mediation -- facilitated discussion useful if negotiations have broken down or if strong emotions present  
Process voluntary (except where mandated by contract or legislation)

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