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The process of negotiation begins with the negotiators' opening moves and

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strategies and ends with some outcome. As they choose strategies, economic diplomats face a wider range of options than just cooperating or defecting. This chapter introduces a way to classify observed strategies that captures more of this range, while still simplifying.

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Negotiating the World Economy reveals a rich set of future research paths, and closes with guidelines for improving negotiation performance today. The main ideas are relevant for

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SUMMARY. It is often said economics has become as important as security in international relations, yet we work

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with much less than full understanding of what goes on when government negotiators bargain over trade, finance, and the rules of international economic organizations. The process of economic negotiation shapes the world political economy, John S. Odell says, and this essential process can

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be understood and practiced better than it is now.

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process can be understood and practiced better than it is now. His absorbing book compares ten major economic negotiations since 1944 that have involved the United States.

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Individuals in a formal leadership position, such as the chair of a multilateral negotiation, the head of a

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treaty Secretariat, or the host country lead facilitator, have varied in their brokerage...

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in international relations, yet we work with much less than full understanding of what goes on when government negotiators bargain over trade, finance, and the rules of international economic organizations. The process of economic negotiation shapes the world political economy, John S. Odell

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John S. Odell Cornell University Press,
Ithaca and London, 2000, 252 pp. -
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type of diplomacy involves policies on production, movement or exchange of goods and services, investments (including ...

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world economy. The US is entitled to update the terms.

America needs to re-negotiate its
contract with China

Some claims are specific to economic negotiations whereas others may apply more generally. Chapter 3

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highlights what most clearly makes economic negotiations distinct from those confined to political-military issues. This book's primary audience is scholars interested in the world's political economy.

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