

DIPLOMATIC NEGOTIATION

An effort to achieve goals by reconciling competing or conflicting interests through non-violent means.

- ◆ Primarily non-violent bargaining
- ◆ Not necessarily without force. May involve coercion (hard or soft)
- ◆ Mutual decision-making
- ◆ Concern for interests, especially over-lapping interests

Built on the on-going process of diplomacy (relationship) between the involved states.

- ◆ Requires effective (adequate) communications

Outcome determined by the use of instruments of power (especially diplomacy) – relative power.