

Juan Carlos M. Beltramino

The Paramount Role
of Human Dimension in
International Negotiation

A Handbook

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The central thesis of the book is the highest and paramount role that human dimension of actors play in every international negotiation as it is clearly evident in the current practice.

It was conceived in the form of a handbook or manual and as an illustration on human different aspects and details of the subject, some of them little known or even unknown for a number of people, and easily to read and consult. A synopsis at the end of each chapter may facilitate a second reading and finding particular subthemes.

The book is intended to promote a wider knowledge of human dimension in international negotiation and its application on any negotiating process, in view of getting greater effectiveness and the best possible outputs in the search of satisfying pursued goals and interests.

It is based on the author vast experience acquired from his work, for about four decades, on a high number of bilateral and multilateral negotiations in the political, juridical and social fields and of teaching for fifteen years at ISEN, the post graduate diplomatic academy of the Argentine Ministry of Foreign Affaires in Buenos Aires. The first six chapters of the book are related to the main characteristics of actors, that is to say to decision makers and negotiators, as human persons and their implications on their duties and performance as well as in society. The subsequent chapters are dealing with analysis and evaluation activity types they currently play in different fields of international negotiation, that at present require new and advanced knowledge. The reasoning and cases included as example, to illustrate the discourse, may be also usefully extrapolated to negotiations on other matters as well. It is the author wish that the book, a complement to current literature on international negotiation, may be useful for the improvement and success of decision makers and negotiators activities.

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