

Annotated bibliography: Culture and International Negotiations (with a focus on WTO and trade-related issues)

This annotated bibliography covers those publications analyzing the link between Culture and International Negotiations. A special focus on WTO and Trade-related Negotiations was adopted while doing the literature selection.

A total of 32 publications available from the public domain were selected. They comprise books, articles in specialized journals and electronic sources. Publications selected and annotated are relevant for researchers interested in conducting further studies on Culture and International Negotiations as well as Culture and Multilateral Trade Negotiations.

The publications are sorted in three broad categories: 1-Cultural approach to International Negotiations (containing also papers dealing with Culture and International Business Negotiations); 2-WTO and trade-related analysis; and 3-Country Analysis. Additional electronic sources are presented after the list of publications. The main findings are presented at the end of this annotated bibliography.

NEGOTIATIONS: Contributions by Scholars from Social and Economic Sciences

<p>Saner, Raymond (2010). Article “NEGOTIATIONS: Contributions by Scholars from Social and Economic Sciences” http://www.csend.org/publications/negotiation-a-diplomacy/285-negotiations-contributions-by-scholars-from-social-and-economic-sciences</p>	<p>conflict resolution methods; culture; negotiations; cross-cultural relations</p>
<p>Scholars from different academic disciplines have studied conflict and negotiations over the past centuries going back to ancient times. Historians, lawyers and scholars of the natural sciences like biologists have and continue to contribute to the understanding of conflict. The goal of this paper is to discuss the contribution of social and economic science scholars to conflict and negotiation theory since WWII and to map their contribution over this limited time line. The selection of theories and scholars presented does not pretend to be exhaustive but rather is meant to provide the reader with an initial overview and leads where and how the interested reader could further deepen his understanding of the main stream theories and scholars of conflict and negotiations belonging to the social and economic sciences.</p>	

1-Cultural approach to International Negotiations

Publication	Keywords
Cohen, Raymond (2003). <i>Negotiating Across Cultures. International Communication in an Independent World</i> . Washington: United States Institute of Peace Press.	negotiation across cultures; international communication
The argument developed in the book is that professional ties can ease, but in many case-particularly when value-laden issues are being contested-not eliminate, cross-cultural dissonances grounded in profoundly contrasting views of the world, modes of communication, and styles of negotiation. WTO is referred to in p. 46 and p.170.	
Crump, Larry & Glendon, A. (2003) "Towards a Paradigm of Multiparty Negotiation", in <i>International Negotiation</i> , vol. 8, no. 2, pp. 197-234.	multiparty negotiations; public disputes; organizational and group negotiations
Despite considerable research on multiparty negotiation, no prior attempt has been made to organize and describe knowledge from the various disciplines represented within this field of study. The present article seeks to offer a comprehensive understanding of multiparty negotiation. It establishes a foundation for a multiparty negotiation paradigm by building a coherent multi-disciplinary framework. Development of this framework begins by defining fundamental concepts and identifying essential dynamics that structure the field of multiparty negotiation. This article then describes the building blocks and boundaries of the field. A review of the three most developed multiparty negotiation bodies of literature or domains – international negotiations, public disputes, and organizational and group negotiations – follows. Similarities and differences between the three domains are identified, as are points of theoretical integration. This examination of multiparty negotiation concepts and dynamics, building blocks, boundaries, and domains constitutes a framework that defines multiparty negotiation as a field of practice. The article also establishes a research agenda that will contribute to the development of multiparty negotiation as an area of study.	
Faure, Guy Olivier (ed.). (2003). <i>How People Negotiate: Resolving Disputes in Different Cultures</i> , Dordrecht, Kluwer Academic Publishers. http://www.pin-negotiation.org/publications/how-people-negotiate.php	disputes in different cultures
Part VIII of the book deals with cultural issues and identities (pp.151-158). The book covers different cultures (countries) and assesses them from the perspective of the resolution of conflicts.	
Faure, Guy Olivier & Jeffrey Z. Rubin (eds.) (1993). <i>Culture and Negotiation. The Resolution of Water Disputes</i> , Newbury Park, Sage Publications.	Culture; negotiations; water disputes
The book is divided into three parts. The first one presents a debate on whether culture makes a difference in international negotiations. The second focuses on different cases on water disputes: Sudan, Switzerland, France, Germany, Netherlands, Bulgaria, Romania, Soviet Union, Turkey, among others. The third part focuses on the implications of culture for practitioners. P42 presents a template on the negotiating style according to different professional cultures (engineers, lawyers, economists, and politicians).	
Ghuri, P. and Usunier, JC. (eds.) (2003). <i>International Business Negotiations</i> . Pergamon Press.	international business negotiations; cross-cultural negotiations
The purpose of this book is to enhance our understanding about the impact of culture and communication on international business negotiations. Consequently to explore the problems faced by Western managers while doing business abroad and provide some guidelines for international	

<p>business negotiations. The book is divided in four parts. The first part explains the nature of international business negotiations. The second part deals with culture and its aspect on international business and negotiations. Part three discusses negotiations for different type of businesses and finally, part four provides insightful examples from different parts of the world and provides concrete guidelines to handle cross-cultural negotiations. It focuses on the most important aspect of international business negotiations.</p>	
<p>LeBaron, Michelle (2003). Article on “Culture-Based Negotiation Styles”. http://www.gevim.co.il/image/users/89301/ftp/my_files/Culture-Based%20Negotiation%20Styles.pdf</p>	<p>Culture; negotiation styles</p>
<p>In this essay, some generalizations about cultural and national approaches to negotiation are outlined. These may help negotiators and mediators prepare for negotiations by raising the kinds of differences that occur across cultures, and pointing out possible pitfalls of lack of attention to cultural factors. They should be taken as a series of starting points rather than definitive descriptions, since cultural groups are too diverse and changing contexts too influential to be described reliably. Because of the lack of good studies that take an intercultural approach (using a variety of starting points and currencies in developing the research itself and a multicultural team to carry it out), the generalizations that follow are limited. More research is being done on culture-specific approaches by insiders of various non-Western cultures, and some intercultural research is also being conducted - these should be carefully examined as they become available.</p>	
<p>Leung, K., Bhagat, R. Buchan, N., Erez, M. and Gibson, C. (2005). “Culture and international business: recent advances and their implications for future research” in <i>Journal of International Business Studies</i> 36, 357–378.</p>	<p>culture and international business; convergence and divergence of cultures; cultural change; cultural dimensions; cross-cultural experiments</p>
<p>The paper provides a state-of-the-art review of several innovative advances in culture and international business (IB) to stimulate new avenues for future research. We first review the issues surrounding cultural convergence and divergence, and the processes underlying cultural changes. We then examine novel constructs for characterizing cultures, and how to enhance the precision of cultural models by pinpointing when cultural effects are important. Finally, we examine the usefulness of experimental methods, which are rarely used by IB researchers. Implications of these path-breaking approaches for future research on culture and IB are discussed.</p>	
<p>MINGST, K.A.; WARKENTIN, C.P. (1996).” What difference does culture make in multilateral negotiations?” in: <i>Global Governance</i>, 2(2) May-August: 169-188.</p>	<p>culture; international negotiations</p>
<p>N/A</p>	
<p>Mulhen, Alexander (2006). <i>International Negotiations: Confrontation, Competition, Cooperation with many Intercultural Facts and Case Studies</i>. Kampala: Makere University Printery.</p>	<p>multilateral negotiations; intercultural components</p>
<p>The book first describes the elementary course of negotiation which also lays the ground for more complex situations. Thereafter, the interaction of several factors will be dealt with (intercultural and multilateral elements, subordinated negotiators and complex subjects). Chapter IV focuses on “Multilateral Negotiations – a task for the advanced” (pp. 83-134). It considers the example of the UN, EU and other forums (No comments about the WTO). Chapter VII deals with “Intercultural Components (pp.157-174). Chart 24 in p.164 offers an overview of the world-wide cultural features. WTO is only mentioned once in the book (p.124).</p>	

Salacuse, Jeswald W. (2004). "Negotiating: The top ten ways that culture can affect your negotiation" in <i>Ivey Business Journal</i> , September/October.	international business; cross-cultural negotiations
In researching his book <i>The Global Negotiator: Making, Managing, and Mending Deals Around the World in the Twenty-First Century</i> (Palgrave Macmillan, 2003), the author found that ten particular elements consistently arise to complicate intercultural negotiations. These "top ten" elements of negotiating behavior constitute a basic framework for identifying cultural differences that may arise during the negotiation process. Applying this framework in the international business negotiations may enable to understand the counterpart better and to anticipate possible misunderstandings.	
Saner, Raymond (2008). <i>The Expert Negotiator: Strategy, Tactics, Motivation, Behaviour and Leadership</i> . Leiden: Martinus Nijhoff Publishers.	culture; negotiations; cross-cultural relations
Without sacrificing scientific accuracy, Dr Saner offers a guide to the subject. In so doing, he does not limit himself to the over-simplified tips generally put out on successful bargaining in every imaginable situation. Rather, he treats the different aspects of negotiation practice in a way that is useful to both academics and practitioners, such that the general laws and principles gradually become evident as and of themselves. The aim of this approach is to reveal the essence of negotiation through the experience of both the author and the reader. Such an understanding of the processes involved in negotiation is of far greater practical value than a mere collection of recipes with no discussion of the underlying theory, while the most comprehensive treatment of the theory without reference to its application in practice would be only half the story. Thus, the text is supplemented by a series of illustrative examples and case studies from the business and political arenas, plus some seventy figures and tables. Chapter 14: "Cross-cultural factors" (pp. 255-266) refers the cases of US, Brazil and Japan.	
Sjøsted, G and Kremenyuk, V (eds.) (2000). <i>International Economic Negotiation: Models versus Reality</i> . Elgar, Edward Cheltenham, UK.	international economic negotiation
Using the framework of recognized, international case studies, the book compares international economic negotiation to other types of negotiation, while concentrating on the most important economic issues that are traditionally at stake: trade, money, finance, macroeconomic affairs and direct investment.	
VERLUYTEN, S.P. (2000). <i>Intercultural communication in business and organisations: an introduction</i> . - Leuven: Acco.	culture; communication; international organizations; private sector
N/A	
Zartman, I. William, "Conclusion: Managing Complexity", <i>International Negotiation</i> , vol. 8, no. 1, 2003, pp. 179-186.	coalition formation; managing complexity
A decade ago, it was noted that "coalition analysis in general is taking a rest after some decades of activity, awaiting discovery of new variables to carry it further" (Zartman 1994). By looking at coalition formation as a way of managing complexity in party-issue space the preceding articles have breathed new life into coalition analysis and raised it above just party gatherings. Together, they contribute new findings to multilateral analysis and negotiation, in the spirit of <i>International Negotiation</i> itself, as a journal of theory and practice.	

2-WTO and trade-related analysis

Publication	Keywords
BAYNE, N. and Woolcock, S. (eds.). (2007). <i>The new economic diplomacy: decision-making and negotiation in international economic relations</i> . 2nd ed. - Aldershot: Ashgate.	international economic diplomacy
<p>The New Economic Diplomacy explains how states conduct their external economic relations as the 21st century begins: how they make decisions domestically; how they negotiate internationally; and how these processes interact. It documents the transformation of economic diplomacy in response to the end of the Cold War, the advance of globalisation and the terrorist attacks of September 2001, and illustrates the growing influence of non-state actors like private business and civil society. The book integrates a full academic and theoretical analysis with the experience of senior practitioners in economic diplomacy.</p>	
Drahos, P. (2003). When the weak bargain with the strong: Negotiations in the World Trade Organization in <i>International Negotiation</i> , Vol. 8 N° 1 (pp.79-109).	WTO; trade negotiations; IPRs; Quad; Cairns group; bargaining power; informal groups; calculative trust
<p>When a developing country negotiates with a large developed country it generally faces the problem of unequal bargaining power. Within the context of trade negotiations, forming coalitions is one natural response to this. However, even in multilateral contexts, the sources of bargaining power still operate to advantage the large developed state and developing states do not always gain strength from numbers. The experience of the Uruguay Round, especially the negotiations over intellectual property rights, suggests that developing countries have to think much more creatively about group life rather than focusing on the institutional reform of the World Trade Organization. Informal and formal groups have different advantages and disadvantages. A more formal structure along the lines proposed in this article would help developing countries to overcome the weaknesses of informal groups, especially the two-track dilemma. Developing countries need groups that encourage communication among themselves, especially in the hard bargaining stages of a trade round. Better communication among developing countries is the basis for making calculative trust more robust and allows for the possibility of forming some level of social identity trust.</p>	
Hess, R. (2001). "Zimbabwe Case Study on Trade Negotiations", in <i>Overseas Development Institute Working Paper</i> .	Zimbabwe; regional and multilateral negotiations
<p>The article focuses on Zimbabwe's international trade negotiations in different sectors (e.g. agriculture, manufacturing,, transport) and covers the country's participation in regional and multilateral negotiations. There is an analysis of the Zimbabwe negotiating team in pp.32-38.</p>	
MURPHY IVES, PAULA (2003). "Negotiating Global Change: Progressive Multilateralism in Trade in Telecommunications Talks" in <i>International Negotiation</i> , Volume 8, Number 1, pp. 43-78(36).	coercion; governance; Information and Communication Technologies (ICT); Japan-U.S. trade; multilateral negotiation; trade in telecommunications

This article provides an analysis of negotiated change within the global telecommunications regime. It examines how agreements are achieved in the area of trade and telecommunications, particularly within the aegis of the Geneva-based World Trade Organization (WTO). It argues that, in the negotiations examined, the interplay between unilateral action, bilateral, plurilateral and multilateral processes and the ensuing alchemy of coercion and concord led to an overall reframing of the central problem and thereby facilitated multilateral consensus. Drawing upon evidence from Japan-U.S. bilateral, Organization for Economic Cooperation and Development (OECD) and multilateral trade and telecom talks, this research tests the proposition that coercive pressure is the predominant factor in bringing about negotiated change. It also considers the alternate thesis that integrative reframing, involving the search for mutual gains, was paramount in facilitating change. Qualitative observations signal the phenomenon of progressive multilateralism, or the sequential interplay of unilateral action, bilateral, and multilateral processes, wherein undercurrents of coercion reorient perceptions of the outcome from uncertain gains towards loss avoidance. Together with information exchange and interaction, one observes position change. Understanding the dynamics at important impasse points facilitates a critical, political-economy reading of these international negotiations as well as more general conclusions about the nature of governance in this area.

Sjostedt, Gunnar (2003). <i>Professional Cultures in International Negotiation: Bridge or Rift?</i> Lanham: Lexington Books.	professional cultures; Services Negotiations
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Multiparty negotiations often serve as forums for hammering out highly complex issues which require the expertise of participants with differing professional backgrounds: diplomats, soldiers, scientists, or international lawyers. Contributors to this ground breaking volume discuss situations in which professional cultures and their interactions color negotiations on issues relating to trade, environment or disarmament. This work provides insights into the potential benefits and the perils of enlisting professionals in multilateral discussions, including particularly useful analyses of the circumstances in which professional cultures can bridge diverse delegations, and those in which they will cause or deepen rifts. A readable volume on a topic of growing importance, this is a must-read for both professional practitioners and scholars. The book addresses the Uruguay Round Services Negotiations.

Tu, J. and others. (2007) Article "The effect of negotiation of International Trade Agreements". http://ibacnet.org/bai2007/proceedings/Papers/2007bai7341.doc	negotiation styles; Greater China, International trade; negotiation tactics
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The purpose of this study is to (a) examine theoretical and empirical literature about similarities and differences in negotiation styles, negotiation tactics, the culture for trade negotiation, and official regulations in international trade for Greater China which includes people who live in Taiwan, Mainland China, and Hong Kong; (b) to identify implications for international trade negotiations with others; and, to identify areas of future scholarly inquiry,(c) to explore the impact of the negotiation tactics of the Chinese on international trade negotiations, (d) to examine how culture style and tactics affect the Chinese negotiation process, and to generate future areas of scholarly inquiry. This critical analysis of the literature centers on the theme of cross-cultural negotiation comparisons in international trade for Greater China. Presently, Greater China's economy has an enormous influence in the world. There are many companies in the world who are eager to engage in international trade with Greater China, especially in Mainland China. However, it is difficult to trade with Greater China and to negotiate with their businesses. Cross-cultural negotiation has a significant influence for companies doing business in other countries to have productive outcomes, and negotiation processes and outcomes will become the most important factor for reaching agreements in business world.

3-Country Analysis

Publication	Keywords
ALON, I.; BRETT, J.M. (2007). "Perceptions of time and their impact on negotiations in the Arabic-speaking Islamic world", in <i>Negotiation Journal</i> , 23(1) January: 55-73.	negotiation; time; culture; western culture; Arabic-speaking Islamic culture
<p>This article examines how perceptions of time affect Arabic-speaking Islamic negotiators and how their attitudes about time, and their corresponding behaviors, may differ from those of their Western counterparts. It begins by identifying cultural differences in the conceptualization of time and then comment on the role of time in negotiations, discussing how time influences bargaining, trust, and negotiation tactics. In the section on tactics, the authors discuss stall-and-delay tactics, the use of the past as an objective standard, and limits on negotiating the future. Their purpose is to encourage negotiators from the West to be knowledgeable about the way they, as well as negotiators from Arabic-speaking Islamic cultures, conceive of and use time in negotiations. The authors believe that understanding that the very concept of time is often quite different in these two cultures is an important step in facilitating negotiations that cross these cultural boundaries.</p>	
Binnendijk, Hans (1987). <i>National Negotiating Styles</i> . USA: Department of State Publishers.	negotiating styles; China; Soviet Union; US; Japan; Mexico; Egypt; political culture
<p>The book provides a profile of each national negotiating style for China, the Soviet Union, Japan, France, Egypt & Mexico. Reviews each nation's historical & institutional setting, the characteristics of its political culture, the style of the negotiators themselves, & national strategies & tactics. Suggests bargaining guidelines for U.S. negotiators.</p>	
COGAN, CH. (2003). <i>French negotiating behavior: dealing with la grande nation</i> . - Washington, DC: United States Institute of Peace. - xv, 344 p. (B-O 82).	negotiation; culture; France
<p>This study will help France's negotiating counterparts understand how and why French officials behave as they do. It first explores the cultural and historical factors that have shaped the French approach and then dissects its key elements. Mixing rationalism and nationalism, rhetoric and brio, self-importance and embattled vulnerability, French negotiators often seem more interested in asserting their country's "universal" mission than in reaching agreement. Three recent case studies illustrate this distinctively French mélange. The book offers practical suggestions for making negotiations more cooperative and productive—although it also emphasizes the long-term damage inflicted by the crisis over Iraq. The book is based on interviews with many of today's leading players on the French, American, British, and German sides.</p>	
Elgstroem, O. (1990). "Norms, culture, and cognitive patterns in foreign aid negotiations" in <i>Negotiation Journal</i> , 6(2), 147-159	negotiation; developing countries; Sweden; Tanzania
<p>Normative and cultural aspects are distinctive attributes of aid negotiations, complicating any attempt to explain negotiation outcomes solely from a power perspective. Foreign aid negotiations between Sweden and Tanzania are permeated with norms: that rich states should give aid, that assistance should be handed over with no strings attached etc. These norms influence bargaining behaviour and outcomes. Culture influences negotiations through its effects on communication. An actor's culture-bound images of self, the other actor and the situation seem to be vital ingredients in understanding negotiation behaviour. The impact of culture seems to be situation-specific. Swedish negotiations</p>	

with Tanzania are less influenced by cultural factors, because relations have been relatively long and friendly, than its negotiations with newer or politically unpopular recipients. Culture and norms are important factors to consider in any explanation of negotiation processes and outcomes, and foreign aid negotiations do not seem to be exceptions.	
Graham John (1983). "Brazilian, Japanese and American Business Negotiations" in <i>Journal of International Business Studies</i> , 14. pp. 47-61	Brazil; Japan; US; business negotiations
The determinants of the outcomes of business negotiations in 3 cultures are investigated in a laboratory experiment. The outcomes of negotiations between Japanese businessmen result primarily from situational constraint—the role of the negotiator (buyer or seller). Representational (problem-solving oriented) bargaining strategies, a measure of the process of the interaction, is the most important variable in American negotiations. In negotiations between Brazilian business people, deceptive bargaining strategies—also a process measure—is the key variable affecting outcomes.	
Hall, Edward and Hall Mildred (1989). <i>Understanding Cultural Differences: Keys to Success in West Germany, France and the United States</i> . Yarmouth, Maine.	cultural differences; intercultural relations; Germany; France; US
The book explains the cultural context in which corporations in Germany, France and the U.S. operate and how misunderstandings arise among employees from each country. Based on interviews with top executives and on extensive research in intercultural relations, the authors offer insights to each country's unique approach to business and practical advice on day-to-day transactions in international business exchanges. The book examines all three countries both individually and in relation to each other, covering topics like concepts of time, communication styles, cultural values, psychological mindsets, stereotypes, business etiquette, and the physical distances between individuals when they interact.	
Katz, Lothar (2007) <i>Negotiating International Business</i> , Booksurge Publishing. http://www.leadershipcrossroads.com/negintbiz.htm	international business negotiations; cultural differences; country cases
The book is reference guide that provides answers to these questions: How is negotiating internationally different from negotiating back home? How do I introduce myself and start right? What will make me effective in a specific country? Which negotiation techniques can I use and which ones should I avoid? How do I effectively build relationships with my foreign counterparts? How much after-work socializing is expected and even necessary? What is expected from females? The book contains country profiles analyzing their specific business culture.	
LEHENY, D. (2006). "A narrow place to cross swords: soft power and the politics of Japanese popular culture in East Asia", in: <i>Beyond Japan: the dynamics of East Asian regionalism</i> / eds. P.J. Katzenstein; Takashi Shiraishi. - Ithaca: Cornell University Press. - p. 211-233.	public diplomacy; international cultural relations; East Asia
This book argues that East Asian regional dynamics are no longer the result of a simple extension of any one national model. While Japanese institutional structures and political practices remain critically important, the new East Asia now under construction is more than, and different from, the sum of its various national parts. At the outset of a new century, the interplay of Japanese factors with Chinese, American, and other national influences is producing a distinctively new East Asian region.	
MULLER, M. (2002). "South Africa's economic diplomacy: constructing a better world for all?", in: <i>Diplomacy & Statecraft</i> , 13(1) March: 1-30	South Africa; economic diplomacy
The article raises questions such as: 'Is South African "economic" diplomacy primarily "economic"?' and 'how altruistic in intention are the diplomatic efforts currently being undertaken by South Africa?'	

<p>These questions flow from the interplay between the premise that economic diplomacy seeks to serve economic interests through diplomatic means, and the pronouncements made by South African decision makers that point to a broader, more altruistic agenda being pursued. In exploring the political and economic elements of current South African economic diplomacy, some pertinent aspects of South Africa's foreign and economic policies are highlighted, and South African economic diplomacy is broadly sketched. The focus is on the post-1994 period, but developments are put in historical perspective. The article concludes that current South African economic diplomacy serves both economic and political interests and that it is deployed in an extremely complex environment in which it is virtually impossible to disentangle the economic from the political and the altruistic from self-interest.</p>	
<p>RANA, K.S. (2002): <i>Bilateral diplomacy</i>, New Delhi: Manas Publications.</p>	<p>bilateral diplomacy; US, UK; EU; Africa; Asia; Latin America</p>
<p>In the 21st century, new kinds of challenges resulting from interdependence among states and globalisation have had a determining impact of the conduct of diplomacy. Diplomacy has become multifaceted, pluri-directional, volatile and intensive, due to the increased complexity in terms of actors, dialogues subjects, modes of communication, and plurality of objectives. This book, written by a leading scholar and Foreign Service expert, examines all such factors to provide the definitive guide to diplomacy as it is practiced today. With a multitude of examples from around the world, including the US, UK, EU, Africa, Asia, and Latin America, the book covers the spectrum of diplomacy practice, including regional diplomacy, diplomacy of small states, performance management, handling of decisions and crisis, use of information technology, and reform in foreign ministries. Also included are chapters on craft skills and practical exercises.</p>	
<p>Saner, Raymond and Yiu, Lichia (2005). "Swiss Executives as Business Diplomats in the New Europe: Evidence from Swiss Pharmaceutical and Agro-Industrial Global Companies" in <i>Organizational Dynamics</i>, 34 (5). http://www.diplomacydialogue.org/publications/business-diplomacy</p>	<p>Switzerland; pharmaceuticals; agro-industry; business diplomacy</p>
<p>This paper discusses the situation facing Switzerland for being in the middle of the European continent surrounded by EU member countries but at the same time being isolated due to its status as a non-EU member state. Switzerland's relations with the EU have oscillated between confrontation and mutual accommodation thus requiring many rounds of bilateral negotiations.</p>	
<p>Saner, R.; Maidana, I. (2001). <i>Trade Negotiation Case, Analyses, Strategies at Bilateral, Regional and Multilateral Levels: Bolivia 2000</i>, Los Amigos del Libro, La Paz. http://www.csend.org/publications/negotiation-a-diplomacy/36-trade-negotiation-case-analyses-strategies-at-bilateral-regional-and-multilateral-levels-bolivia-2000</p>	<p>Bolivia; bilateral, regional and multilateral negotiations</p>
<p>Saner, Raymond (1993). "Negotiating with American Business Partners: Some advice for Non-American Negotiators" in <i>Global Management Tomorrow</i>. March-April. http://www.csend.org/publications/negotiation-a-diplomacy?start=20</p>	
<p>US; business negotiations</p>	

Additional Electronic Sources

Organization	Website
Diplomacy Dialogue	http://www.diplomacydialogue.org/
Netherlands Institute of International Relations Clingendael <i>Bibliography on Economic Diplomacy</i> <i>Bibliography on Negotiation, Culture and Intercultural Communication</i>	http://www.clingendael.nl/ http://www.clingendael.nl/library/literature/economic_diplomacy.pdf http://www.clingendael.nl/library/literature/intercultural-communication.pdf
Processes of International Negotiations	http://www.pin-negotiation.org/; http://www.iiasa.ac.at/Research/PIN/
Economic Negotiating Network	http://www-bcf.usc.edu/~enn/index.html
UNITAR's e-course on "Cross-Cultural Negotiations"	http://www.unitar.org/event/cross-cultural-negotiation2

Main findings:

- The literature reviewed has been written between late 80s and early 2000. There is very little work done about the link between Culture and International Negotiations in the recent years.
- Little attention has been paid to the WTO negotiations from the perspective of a specific country negotiating style.
- Articles and books related to WTO and other trade-related issues are focused on “economic diplomacy” in general. There is almost no specific focus on the WTO negotiating culture.
- Based on this annotated bibliography the assumption that the WTO has specific cultural norms that influence its negotiation process seems to be difficult to support.
- Some of the papers referring to Culture and International Business Negotiation might be a useful complement to understand the cultural aspects of the international economic negotiations and the WTO.
- The bibliography suggests that besides the nationality of the negotiators, another cultural factor shaping their negotiating style seems to be their professional background (lawyer, economist, etc.).
- Little attention has been paid to the link between culture and sector-specific negotiations (e.g. agriculture, services, etc.).
- Those publications analyzing the specific country cases are mainly focused on the International Business perspective.