

# Negotiation and Bargaining for Conflict Resolution

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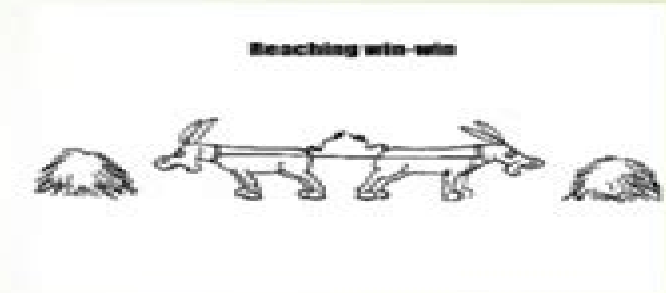
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Masters in Peace, Conflict and Human Rights Studies

07 June, 2024

## What are Negotiation and Bargaining?

2



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## Negotiation: A Tool of Bargaining Conflicting Incompatibilities

3

- ❑ Negotiation is one of the most frequently used means of handling international disputes.
- ❑ Diplomats of the states have to be willing to be directly engaged in discussion to

# Social Psychology Of Bargaining And Negotiation

**Ian Pickup**



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