Special Issue Explores Implications of Trump Presidency for Negotiation and Conflict Resolution

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Hoboken, NJ—February 5, 2019—A new special issue of Negotiation Journal presents an overview of the negotiation tactics of U.S. President Donald Trump and their wider implications across the field.

Thought leaders have been brought together to comment on the various ramifications of the Trump presidency for negotiation and conflict resolution. The issue also features two case analyses of Trump as a negotiator, as well as a review essay on a recent book covering the same topic.

“For the first time in its thirty-five year history, Negotiation Journal has published a special issue focused on the negotiation and conflict resolution impact of an American president,” said Joel Cutcher-Gershenfeld, Editor for the journal. “Thirty-five experts analyze Trump’s bargaining style, highlighting the many ways that he challenges bargaining norms, and consider his impact on such areas as international diplomacy, trade negotiations, business and labor, disputant behavior, and societal conflict.”

Find the Editor's Note description for the special issue here: https://onlinelibrary.wiley.com/doi/10.1111/nejo.12274

This issue will be made freely accessible for the year. See below for a full table of contents from the special issue.

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About the Journal
Negotiation Journal is committed to the development of better strategies for resolving differences through the give-and-take process of negotiation. Guided by Kurt Lewin's principle that there is nothing so practical as good theory, the content published in the journal includes reports on cutting-edge research, a wide range of case studies, teacher's reports about what does and doesn't work in the negotiations classroom, essays on best practices, and integrative book reviews. The journal's eclectic, multidisciplinary approach reinforces its reputation as an invaluable international resource for anyone interested in the practice and analysis of negotiation, mediation, and conflict resolution including educators, researchers, diplomats, lawyers, business leaders, labor negotiators, government officials, and mediators.

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