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

Release Date:
Tuesday, February 5, 2019 9:30 am EST

Terms:
Negotiation Journal  special issue  Trump  All Journals and Research

Dateline City:
Hoboken, NJ

Hoboken, N.J.—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.

----

Special Issue: Negotiation and Conflict - Resolution in the Age of Trump

Table of Contents

Case Analyses

- Art of the Power Deal: The Four Negotiation Roles of Donald J. Trump - Eugene B. Kogan

Commentaries: Trump's Impact on Negotiation and Conflict Resolution

Negotiation Theory:

- What Have We Learned About Negotiation from Donald Trump? - Dean G. Pruitt
- The Risks and Benefits of Unilaterally Changing the Rules of the Game - Joel Cutcher-Gershenfeld, Robert McKersie, and Richard E. Walton

Diplomacy and International Relations:

- Unilateral Diplomacy: Trump and the Sovereign State - Daniel Druckman
- Fumbling Abdication: Make America Diplomatic Again - Anthony Wanis-St. John
- International Diplomacy after Trump, with Antecedents - William Zartman
- Will the Trump Administration Change International Diplomacy? - Eileen F. Babbitt

Peacebuilding:

- Substituting for United States-led Multilateralism - Paul F. Diehl
- Peacebuilding in the Era of Trump: Deal or No Deal? - Denise Crossan
- Negotiating Peace from Inside Out: Spinoza as a Responsible Trump - Alain P. Lempereur
- Ends versus Means: Trump's Impact on Peacebuilding - Susan G. Hackley

Trade Negotiations:

- Trump on Trade - Larry Crump
Business Negotiations:
- Trump's Lessons for Business Negotiators - Thomas Kochan
- The Impact of Trump's Approach on Business Negotiations: “Negligible” - Roy J. Lewicki

Mediation, Arbitration and Other Neutral Roles:
- Trump's Approach to Conflict Resolution: Effect on Disputants and Neutrals - Stephen B. Goldberg
- Trump's Dispute Resolution Legacy in the Workplace - Richard D. Fincher
- Conflict, Culture, and Community: Dispute Resolution after Trump - Gail S. Packer
- Conflict, Negotiation, and Public Policy Mediation in the Trump Era - Susan L. Podziba

Gender and Race:
- Her Place at the Table: Gender and Negotiation after Trump - Deborah Kolb
- Will Gender Trump Trump in the Workplace? - Marian Baird
- Negotiating Race in the Workplace after Trump - Michael Z. Green

Teaching Negotiation:
- Begun, The Trust War Has: Teaching Negotiation when Truth Isn’t Truth - Noam Ebner
- From Hot-Potato Questions to Teachable Moments: Using Analysis and Meta-Evaluation to Address Trump in the Negotiation Classroom - Melissa Manwaring
- Negotiating from the Bully Pulpit: Teaching Trump, Tactics, and Turmoil - Andrea Kupfer-Schneider

Future Generations:
- The Culture of Negotiation: Trumpian Imprints on the Future? - Carrie Menkel-Meadow
- Learning about Negotiating Intangibles - for Ill and for Good - Mary Rowe
- Tentative Teachings on Conflict from Trump's Tumultuous Tenure in Office - Peter T. Coleman
- Tribalism in the Trump Era: The Societal Resilience Index - Daniel L. Shapiro and Mikhaila Fogel

Review Essay:
- Transactional Man: Teaching Negotiation Strategy in the Age of Trump - G. Richard Shell

Additional Information

Media Contacts
Wiley:
Josh Glickman (US) +1 201-748-6572
newsroom@wiley.com
Follow us on Twitter @WileyNews

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.

About Wiley
Wiley is a global leader in research and education. Our online scientific, technical, medical, and scholarly journals, and our digital learning, assessment, certification and student-lifecycle services and solutions help universities, academic societies, businesses, governments and individuals to achieve their academic and professional goals. For more than 200 years, we have delivered consistent performance to our stakeholders. The Company's website can be accessed at www.wiley.com.

Language:
English