

NEGOTIATING AT THE UNITED NATIONS

A PRACTITIONER'S GUIDE



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Negotiating at the United Nations

A Practitioner's Guide

Rebecca W. Gaudiosi, Jimena Leiva Roesch and Wu Ye-Min

This book offers a comprehensive practitioner's guide to negotiating at the United Nations.

Although much of the content can be applied broadly, the guide focuses on navigating multilateral negotiations at the UN. The book is a tool to help new UN negotiators, explaining basic negotiation concepts and offering insight into the complexities of the UN system. It also offers a playbook for cooperation for negotiators at any level, exploring the dynamics of relationships and alliances, the art of chairing a negotiation, and the importance of balancing the power asymmetries present in any multilateral discussion. The book proposes improvements to the UN negotiation process and looks at the impact of information technologies on negotiation dynamics; it also shares stories from women UN delegates, illustrating what it means to be a female negotiator at the UN. This book is an exploration of the power of the individual in any negotiation, and of the responsibility all negotiators have in wielding that power to speak for a better world.

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