



SECOND INTERNATIONAL BIENNALE ON NEGOTIATION

NEGOCIA - PARIS: NOVEMBER 17-18, 2005

NEGOTIATION AND WORLD TRANSFORMATIONS

Perspectives for research and action

Today, the world is undergoing rapid transformations in many domains. This phenomenon has impacted various fields of expertise, including **negotiating theory and practice**.

How far do existing theories and practices take these transformations into account? Do the evolutions of the modern world impact the foundations, mechanisms, processes and outcomes of negotiations?

The Second International Biennale on Negotiation is calling for **papers** addressing the theme « **Negotiation and World Transformations** ».

Papers are welcome **on the following issues**:

- **Innovating in existing practices?**
- **Conflict, crisis and violence management**
- **Fairness and ethics in Negotiation**
- **Business negotiation (new domains, new practices, new requirements)**
- **The cultural dimension in future negotiations**
- **New profiles of negotiators**
- **Effective negotiation practices in a changing world**
- **Cooperation and competition**
- **New forms of mediation**
- **International conferences and world transformations**
- **New negotiation paradigms?**
- **Negotiation and complexity**

Authors are invited to submit papers in one of the following formats:

Preferred option

Other possible option

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| <p>Full paper (20 pages maximum: Times New Roman 12; 1,5 spacing)</p> <p>Please note that the Scientific Committee will give priority to full papers submitted.</p> | <p>Abstract or draft (5-7 pages, 1,000 words minimum, Times New Roman 12; 1,5 spacing) which must include the following: topic, questioning, methodology and working hypotheses.</p> |
| <ul style="list-style-type: none"> • Including 4 to 5 key words • Written in the language chosen for your presentation at the conference. The official conference languages are French and English (with simultaneous translation during the plenary sessions.) | |

Details to include:

- Your **business and/or personal address** (in the case of associate authors, indicate the **main speaker**)
- Your **e-mail address**,
- Your **title** and **affiliation**
- Only Word or PDF documents can be accepted. Please forward to: transnego@negocia.fr

All proposals will be reviewed by the **Scientific Committee** for **selection**.

Selected papers from the conference will be published in the Conference proceedings.

Deadlines

- Deadline for abstracts/draft or papers April 1st, 2005
- Notification of acceptance by the Scientific Committee June 15th, 2005
- Final papers due September 15th, 2005

Steering and Organization Committee

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