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The process of negotiation begins with the negotiators' opening moves and strategies and ends with some outcome. As they choose strategies, economic diplomats face a wider range of options than just cooperating or defecting. This chapter introduces a way to classify observed strategies that captures more of this range, while still simplifying.

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Individuals in a formal leadership position, such as the chair of a multilateral negotiation, the head of a treaty Secretariat, or the

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host country lead facilitator, have varied in their brokerage...

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Theoretically, Odell asserts that the scope of economic negotiation in this type of diplomacy involves policies on production, movement or exchange of goods and services, investments (including ...

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