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# *Editorial Policy*

## Negotiation Journal:

### On the Process of Dispute Settlement

*Negotiation Journal: On the Process of Dispute Settlement* is guided by an explicit point of view. We believe that most disputes — be they interpersonal, intergroup, intergovernmental, or international — can be addressed through means other than coercion, withdrawal, or capitulation. Disputes, we believe, challenge protagonists, interested observers, and would-be intervenors to find new and creative ways of moving toward a settlement of differences. Moreover, quite independent of settlement, the very process of working toward wise agreements requires continued and vigorous attention. It is the mission of *Negotiation Journal* to encourage the search for and development of better techniques for dealing with differences through the give-and-take of negotiation.

Although we are primarily interested in success stories, we believe that instances of failure to reach agreement or inability to find a wise solution are equally instructive. Such examples can stimulate creative efforts to explain and modify negotiation strategies in ways that advance the journal's mission. Effective negotiation practice, we believe, can be both influenced and informed by the diverse experiences of the negotiators themselves.

*Negotiation Journal* is eclectic in three major respects. First, the journal is deliberately multidisciplinary, as is the composition of its Editorial Policy Committee and International Advisory Board. We hope that *Negotiation Journal* will be read and utilized by everyone interested in and committed to the practice and analysis of negotiation. Lawyers, diplomats, politicians, public- and private-sector policymakers, marriage counselors, labor negotiators, environmental mediators, businesspeople, scholars in such fields as political science, law, international relations, economics, planning, social psychology, sociology, mathematics, public policy, industrial and labor relations, business administration, organizational behavior — these are the sorts of people for whom *Negotiation Journal* is intended.

At a second level, *Negotiation Journal* is eclectic in the variety of articles that it seeks to publish. We invite the participation of practitioners, theorists, researchers, advisers, and teachers. New and better ideas for the practice of coping with conflict, we believe, can be generated only through a free exchange of ideas and points of view. To this end, we will publish a variety of features: research reports, short columns, longer articles focused on theory development or actual practice, reports of educational innovations, integrative book reviews, case studies, accounts of notable successes and notable misadventures, even polemics. We also encourage interested individuals to submit proposals for special issues of *Negotiation Journal*, to be devoted in their entirety to the exploration and elaboration of a specific topic.

Third, *Negotiation Journal* is eclectic in its approach to dealing with differences. We believe that effective negotiation depends on an understanding of broader issues such as: the circumstances in which negotiation itself is an appropriate or possible procedure; the role in dispute settlement of various forms of third-party intervention; the application of negotiation to arenas in which this

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process has not previously been utilized or in which other forms of dispute settlement have held sway. Most generally, our approach to negotiation is guided by the view that it is ultimately more important to pose wise questions than to obtain wise answers. To this end, we are interested in and responsive to new, varied, and unusual approaches to the negotiation process.

## Features

**Columns:** Members of both of our advisory boards, as well as many other negotiation scholars and practitioners, use *Negotiation Journal* columns to present “ideas-in-progress.” In general, columns are brief, informal articles that may focus either on the theoretical (e.g., introducing the concept of “post-settlement settlements”) or negotiation practice (e.g., reflections on process issues that were sparked by a particular negotiation).

**Integrative Reviews:** An ever-increasing number of books, articles, teaching and training materials, and other items of interest to the negotiation reader is appearing. We believe it is important to assess these developments — particularly the publication of new books on negotiation — with an eye toward how they “fit” in the development of the field of negotiation. We therefore encourage integrative reviews that will consider three or four publications at the same time, and their potential effects on negotiation theory and/or practice.

**Research Reports:** *Negotiation Journal* publishes research reports that focus on the relevance of the findings to the understanding and/or improvement of negotiation practice. Of particular interest are research reports that will be of use to negotiators in many different contexts. Authors should thus focus on the implications of their research for a general negotiation readership. Descriptions of research methods and data analysis should be included, but in condensed form. In addition, *Negotiation Journal* will publish brief “translations” of research reports from other publications that may be overlooked by the general negotiation reader.

**Case Studies:** In this section, contributing authors will be invited to summarize negotiations or dispute settlement procedures that have either failed to work or have succeeded beyond one’s wildest dreams. Of particular interest are the possible reasons for success or failure, as well as post-mortem recommendations.

**Educational Innovations:** As interest in teaching negotiation and dispute settlement continues to grow, we anticipate that secondary schools, universities, and professional schools around the nation will turn increasingly to the development of new and appropriate teaching materials. These might include reading lists, course outlines, teaching notes, pedagogic methods and innovations, informal accounts of negotiation offerings, reports of training seminars, and efforts at continuing education.

**In Theory and In Practice:** It has been argued that there is nothing so practical as a good theory. We quite agree, although we also believe that there’s nothing so theoretically useful as effective practice. We are interested in understanding why some conflicts lend themselves to certain approaches to negotiation more readily than others. To this end, we encourage the development of a general framework for the understanding of conflict. It is also our conviction that, given the primitive state of our collective understanding of negotiation, an effective way to move in this direction is by sharpening the analysis of *practice*. We will encourage the submission of essays analyzing the practice and principles of negotiation, hoping to provide the readers of *Negotiation Journal* with much-needed articles on theory written in ways that practitioners can use.