

**CALL FOR PAPERS**

affiliated to



**6<sup>th</sup> INTERNATIONAL BIENNIAL  
ON NEGOCIATION**

**16 - 18 November, 2016 - PARIS**

## CALL FOR PAPERS

Deadline for submitting complete papers: May 30th, 2016

### THEMES OF THE CONFERENCE

Novancia Business School Paris is pleased to announce that it is convening its sixth Biennial global conference on negotiation from **November 16 to 18, 2016**. The International Biennial Conference on Negotiation, which is recognized globally as a primary conference on negotiation, has been organized since 2003 by Novancia Business School Paris. The purpose of the conference is to gather together negotiation specialists to discuss ongoing and anticipated developments in this field. For this year's sixth biennial conference, academics and practitioners are invited to submit their proposals for papers, round tables; and simulations that cover all areas of negotiation: international negotiation; commercial, diplomatic, economic, social, cultural and environmental aspects of negotiation. A multidisciplinary approach is especially sought. Although the following themes are suggested, the conference is open to other related topics.

#### Track I : TRANSVERSAL THEMES

Co-Chairs : Daniel Druckman, Cecilia Albin

- How negotiations end?
- Negotiation and Justice
- Bargaining power: symmetry and asymmetry
- Negotiation process: pre-negotiation, negotiation, actors
- Strategies and negotiation tactics
- Theory and research methodology
- Negotiation Pedagogy: role-playing, simulation, training
- Bilateral / multilateral negotiations
- Negotiation and Game Theory
- Verbal and non verbal communication in Negotiation
- E-negotiation
- Coalition

#### Track II : INTERNATIONAL NEGOTIATION

Co-chairs : Raymond Saner, J P SINGH

- ODDs-SDGs negotiations at global, regional and national levels
- Negotiation between public and private actors (multinational corporations, NGOs, associations, rebel movements, local authorities etc.)
- Roles and influences of "new" / non-state actors in international negotiations, Including those which are not NGOs / non-profit
- The new challenges of international negotiations.

- Impact of political conflicts between nations over their trade negotiations (Iran, European Union, United States)
- Dispute resolution in WTO
- Negotiation in emerging markets
- Negotiation between companies, governments, social partners, consumer groups and environmental groups that affect international trade
- International trade and piracy
- Negotiation and international business development (Merger & Acquisition, Joint-venture)
- Negotiation and international mediation in political conflicts

### **Track III : NEGOTIATION INTRA ET INTER-ORGANISATIONS**

**Co-chairs : Christian Thuderoz, Pervez Ghauri**

- Institutionalizing bargaining practices within organizations
- Understand the role of negotiation within the company
- Commercial trading and sales
- Negotiation between suppliers and distributors
- Negotiation and multicanal distribution
- Negotiation and Business Development
- Corruption and negotiation
- Negotiation and Leadership
- Negotiation and distribution of monastic products
- Trade-union negotiation and crisis
- Wage bargaining

### **Track IV : DIPLOMATIC NEGOTIATION**

**Co-chairs : Guy Olivier Faure, Deborah Goodwin**

- Negotiation in the ethnic conflicts
- Negotiation in religious conflicts
- Negotiation in regional conflicts
- Bargaining in interstate conflicts
- Negotiation of intractable conflict
- Cultural dimension
- Theories of the process
- Impasse and exits
- Fundamental Paradigms
- Plurilateral negotiations
- Multilateral negotiations
- Bilateral Negotiations
- Strategies of actors
- The ideological dimension in negotiation
- Negotiating with terrorist groups
- Tacit bargaining
- Reconciliation

## **Track V : MEDIATION**

**Co-chairs : Sanda Kaufman, Jean François Roberge**

- Mediation, Arbitration and Conciliation
- Mediation of environmental conflicts
- Mediation of public decisions
- Mediation and international contracts
- Mediator practices
- Methode of promotion of Mediation in different countries pays
- Relationship between mediation and the judicial system
- Mediation and reconciliation in political conflicts

## **SCHEDULE**

- reception of complete papers → May 30, 2016
- replies sent to authors → June 20, 2016
- registration → July 1, 2016

## **INSTRUCTIONS TO AUTHORS**

Proposals for papers, as well as complete papers are to be submitted through the following website: <https://www.conftool.net/biennale-negociation2016/>

- Complete papers must be no longer than 25 pages or 12,500 words, including tables, figures, bibliography and appendices
- The first page must include the following information: the title of the paper, the name(s) and surnames(s) of the author or authors, function, institution, email, telephone
- The second page must include an abstract in French or English and a list of key words (no more than 5) in both languages
- The file must include the initial (or initials) of the name and surname of the primary author. For example, the file name for Arnaud Dupont would be adupont.doc
- Papers must be presented in the following format: Word/PC, Times New Roman 12, A4, page numbering, interline 1.5
- Authors must write their papers in either English or French, the two official languages of the Biennial
- Papers will be reviewed anonymously by two different reviewers.

## **BEST SENIOR PAPER AWARDS**

This prize is awarded to the best paper presented at the conference by researchers who holds at least PhD or doctorate. Any person who wishes to apply for the prize must precise it when submitting its communication.

## BEST JUNIOR PAPER AWARDS

PhD candidates are encouraged to participate in the 6th International Biennial of negotiation where a prize will be awarded to the best paper. Any PhD candidates participating in the conference is eligible.

*The two above-mentioned prizes will be given by the director of Novancia and the President of the Jury*

## THE BIENNIAL AND SCIENTIFIC PUBLICATION

In all five preceding editions of the Biennial, studies and articles presented at the conference have been published either in a collective work or in special issues of one or more journals:

- > 5<sup>th</sup> International Biennial on Negotiation (2014):  
«Ethics and Negotiation»: Special issue published with **RAM (Revue arbitrage et Médiation)**, edited by Mathieu Devinat, Marie-Claude Rigaud and Doudou Sidibé
- > 4<sup>th</sup> International Biennial on Commercial Negotiation (2010):  
Special issue published with the journal, **Négociations**, edited by Arnaud Stimec, Doudou Sidibé and Maria Bonnafous-Boucher, and a special supplement published with the **Revue Management & Avenir** « Relations interentreprises et négociation », edited by Enrico Colla.
- > 3<sup>rd</sup> International Biennial on Negotiation (2007):  
« Risques et Négociations », special issue of the journal, **Négociations**, published on 2009, edited by Arnaud Stimec, Maria Bonnafous-Boucher and Doudou Sidibé.
- > 2<sup>nd</sup> International Biennial on Negotiation (2005):  
**Négociation et transformations du monde** edited by Christophe Dupont, Editions Publibook.
- > 1<sup>st</sup> International Biennial on Negotiation (2003):  
**La Négociation : regards sur sa diversité**, edited by Guy Olivier Faure, Editions Publibook.

Scientific work presented at the 6th Biennial will be published in partner academic journals.

## SCIENTIFIC SPONSORING COMMITTEE

**President** of the Scientific Sponsoring Committee:

**William Zartman**, School of Advanced International Studies (SAIS), Johns Hopkins University, United States of America

**Cecilia Albin** - University of Uppsala, Sweden

**Michael Ambühl** - ETH Zurich, Switzerland

**Olivier Badot** - ESCP Europe, France

**Isabelle Barth** - EM Strasbourg, France

**Peter Carnavale** - University of Southern California, USA

**Paola Cecchi-Dimeglio** - Harvard University, United States of America

**Habib Chamoun-Nicholas** - Saint Thomas Business School, United States of America

**Enrico Colla** - Novancia Business School Paris, France

**Aurélien Colson** - ESSEC Business School, France

**Larry Crump** - Griffith University, Australia

**Daniel Druckman** - University of Queensland, Australia

**Guy-Olivier Faure** - Université Paris V René Descartes, France

**Pervez Ghauri** - Birmingham University, United Kingdom

**Deborah Goodwin** - Royal Military Academy, Sandhurst, United Kingdom

**Guy Groux** - Sciences Po Paris, France

**Christopher Honeyman** - CONVENOR Conflict Management, United States of America

**Terrence Hopmann** - John Hopkins University, United States of America

**Christer Jönsson** - University of Lund, Sweden

**Peter Kamminga** - Harvard University, United States of America

**Sanda Kaufman** - Cleveland State University, United States of America

**Paul Meerts** - Netherlands Institute of International Relations Clingendael, The Netherlands

**Czeslaw Mesjaz** - University of Cracow, Poland

**Wilbur Perlot** - Clingendael Institute of International Relations, The Netherlands

**Frank Pfetsch** - University of Heidelberg, Germany

**Jimena Ramirez-Marin** - IESEG, France

**Marie Claude Rigaud** - Université de Sherbrooke, Quebec, Canada

**Jean-François Roberge** - Université de Sherbrooke, Quebec, Canada

**Valérie Rosoux** - Université Catholique de Louvain, Belgique

**Raymond Saner** - University of Basel, Switzerland

**Andrea Schneider** - Marquette University, United States of America

**Melvin Shakun** - Stern School of Business, New York University, United States of America

**Leslie Shaw** - ESCP Europe, France

**J.P Singh** - George Washington University, United States of America

**Jean Marc Siroën** - Université Paris-Dauphine, France

**Felipe Sobral** - Brazilian School of Public and Business Administration, Brasil

**Bertrand I.Spector** - Editor of International Negotiation, United States of America

**Arnaud Stimec** - Université de Reims, France

**Christian Thuderoz** - INSA Lyon, France

**SCIENTIFIC STEERING COMMITTEE OF NOVANCIA Paris, Île-de-France,  
Chamber of Commerce and Industry**

**Scientific Coordinator:**

**Dr Doudou Sidibé**, Professor-researcher

Tél. : + 33 (0)1 55 65 51 68 – email : [dsidibe@novancia.fr](mailto:dsidibe@novancia.fr)

**Philippe Broda**, Professor-researcher

**Enrico Colla**, Emeritus Professor-researcher

**Thierry Coville**, Professor-researcher

**Patrick Germain**, Thomas, Professor-researcher

**Catherine de Géry**, Dean of Academic Affairs, Professor-Researcher

**Paul Lapoule**, Professor-researcher

**Laurence-Claire Lemmet**, Professor-researcher

**Christophe Loué**, Dean of Research, Professor-researcher

**Sylvie Lupton**, Professor-researcher

**Marie Catherine Paquier**, Professor-researcher

**Xavier Martin**, Professor-researcher

**Sandrine Medioni**, Professor-researcher

**Laurent Paitschin**, Professor-researcher

**Angela Poulakidas**, Professor-researcher

**Jennifer Takhar**, Professor-researcher

**Eric Sotto-Sidoun**, Professor-researcher

The members of the Scientific Steering Committee are part of the permanent faculty of Novancia

<http://www.novancia.fr/corps-professoral>