**ΔΙΑΣΥΝΔΕΣΗ ΥΛΙΚΟΥ – ΔΙΑΦΑΝΕΙΩΝ ΜΑΘΗΜΑΤΟΣ**

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| **De Dreu (2014)** | Creating value in negotiations and overcoming cognitive barriers |
| **Putnam (1988)** | ‘Two-level Games’ Analytical Framework |
| **Touval (1989)**  | Phases of Negotiations |
| **Zartman and Touval (1985)** | Features of Mediation and Conflict Resolution |
| **Alfredson and Cungu (2008)** | Overview of the approaches to the study of negotiations (Section 3: Negotiations Theory – Foundations and Approaches) |
| **Mansbridge, J. and C.J. Martin (eds) (2013)** *Negotiating Agreement in Politics*, Report of the Task Force on Negotiating Agreement in Politics, American Political Science Association (διαθέσιμο στο: <https://scholar.harvard.edu/files/dtingley/files/negotiating_agreement_in_politics.pdf>) | Chapters 4 and 7:on ‘myopias’, cognitive and cultural barriers, and features of the negotiating setting  |
| **Meerts, P. (2015)** *Diplomatic Negotiation: Essence and Evolution*, The Hague: Clingendael. (διαθέσιμο στο: <https://www.clingendael.org/sites/default/files/pdfs/Diplomatic_Negotiation_Web_2015.pdf>) | Chapter I: overview of and useful insights from the broader literature on negotiations (from IR and other disciplines) |
| **Zartman, I. W. (ed) (1994)** *International Multilateral Negotiation: Approaches to the Management of Complexity*, San Francisco: Jossey-Bass Publishers(διαθέσιμο στο <http://pure.iiasa.ac.at/id/eprint/3989/1/XB-94-006.pdf>) | Chapter 7: On coalition theory |
| **Blavoukos, S, D. Bourantonis and P. Tsakonas (memo) ‘**Parameters of Chair Effectiveness: The Case of the UN Security Council’, *The Hague Journal of Diplomacy* | On Chair Effectiveness |
| **Two Papers on Chairs** (Blavoukos and Bourantonis, 2015, *International Negotiation* and Blavoukos and Bourantonis, 2011, *Review of International Studies*)  | On Chair Autonomy |