

## Weekly Standing Assignment 5: Diplomacy

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### Barash & Webel

The authors, as indicated from the title of the chapter, are interested in the ways that negative peace between conflicting parties can be realised via diplomacy. As someone once said, nobody has to negotiate with their friends, and this fact evidences why diplomatic processes can appear absurd or quixotic to observers. Third parties employing their good offices are often instrumental to enabling communication and resolving disputes, though not always successfully in the long-term.

They differentiate between “positional” and “integrative” bargaining, writing that positional strategies are often not conducive to successful compromise. By contrast, integrative strategies, which they describe as “principled negotiation,” seeks to transcend the immediate dispute and address the interests of the parties at odds.