Multiparty Negotiation: Analysis of the Literature

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The following pages provide a brief overview and analysis of the research contained in Volume I. Part I broadly considers the theory and practice of multiparty negotiation. Part II examines coalition behavior, Part III considers process management, and Part IV assesses obstacles to reaching an agreement in a multiparty negotiation. Please note that the articles in Volume I provide a foundation for the body of literature contained in Volume II, which examines the theory and practice of public dispute resolution.

Part I begins with an article that offers a comprehensive understanding of multiparty negotiation by building a coherent multidisciplinary framework. Crump and Glendon (2003) begin by defining fundamental multiparty negotiation concepts, dynamics, building blocks, and boundaries. Three multiparty negotiation domains are examined: international negotiation, public disputes, and organizational and group negotiations, and the article concludes by proposing a research agenda to contribute to the development of multiparty negotiation as a field of study and area of practice. A chapter taken from _Breaking Robert’s Rules_ – a cutting-edge book recently published by Lawrence E. Susskind and Jeffrey L. Cruikshank (2006, Oxford University Press) – follows this article. Consensus building is fundamental to the multiparty negotiation process. Susskind and Cruikshank begin by defining consensus, and then examine the foundation and practice of consensus building including five essential steps in the consensus-building approach. This chapter also distinguishes between consensus and majority rule, and considers three primary approaches to group leadership.