

Contents

<i>Preface and Acknowledgments</i>	page xi
<i>List of Abbreviations</i>	xv
Introduction	1
The Theoretical Quest	1
The Narration of Negotiation in International Relations Theory	2
Treaties, Negotiations, and International Common	
Interest Relations: A Theoretical Refocusing of International Law	4
Unveiling the Theoretical Voice of This Book	6
PART I THEORETICAL APPROACHES TO INTERNATIONAL NEGOTIATIONS AND INTERNATIONAL COMMON INTEREST	11
1 The Theorization of International Negotiation: Autonomous Prescriptive Theoretical Models and Their Deficiencies	13
1 A Panoramic Critical View	13
2 Zero-Sum Situations and Distributive or Positional Negotiation	15
3 Non-Zero-Sum Situations and Integrative Negotiation	18
3.1 The Methodological Model of the Harvard Principled Negotiation	22
3.2 The Prescriptive Transformative Model: A Theoretical Message from Game Theory	26
3.2.1 Structural Characteristics and Contextuality	28
3.2.2 Situational Characteristics and Contextuality	32
3.2.3 Strategy Choice and Contextuality	38

2	International Creative Negotiation: A Relational Theoretical Framework	41
1	International Negotiation as a Holistic Theoretical Approach: International Creative Negotiation as Governance of International Common Interest	41
2	"Dancing in a Relationship," or, on the Relational Nature of International Creative Negotiations	43
3	On the Textuality of International Creative Negotiation	48
4	On the Phased Structure of International Creative Negotiation	54
5	On the Contextuality of International Creative Negotiation	59
6	On the Subjectivity of International Creative Negotiation	69
6.1	The Setting Up of a Negotiation Team	69
6.2	The Organization and Decisional Configuration of the Negotiation Team	74
6.3	The Accountability of the Negotiation Team	79
6.4	The Process Advisory Role of the Negotiation Team	81
	PART II THE NEGOTIATION PHASES IN THE CONVENTIONAL CONSTRUCTION OF INTERNATIONAL COMMON INTEREST	83
3	The Prenegotiation Phase as a Process of Transformative Governance	85
1	Introductory Critical Remarks	85
2	The Diagnostic Level	87
2.1	Generating the Level of Negotiation Focus	87
2.2	The Leading Role of the Initiator of Prenegotiation	88
2.3	The Determination of Negotiable Issues	90
2.3.1	Thematic Diagnostic Approach: The Management of Knowledge	90
2.3.2	The Subjective Diagnostic Approach: The Management of Subjective Framings	97
2.3.3	The Management of Contextuality of the Prenegotiation Transformation	100
2.3.4	The Management of Alternative Solutions to Prenegotiation	103
3	The Multilateral Governance Level	105
3.1	Institutional Organization and Management of the Prenegotiation Process	105
3.1.1	Structure and Function of Ad Hoc Multilateral Conference	106
3.1.2	The Techniques of Managing Ad Hoc Multilateral Conference	108

3.2	The Patternment of the Content of Declarative Instruments	113
4	The Outcome of Prenegotiation	118
4	The Constitutive Negotiation Phase as a Process of Constructing Treaties of International Common Interest	120
1	Overview	120
2	Initiation and Institutional Organization of Constitutive Negotiation	121
2.1	The Political Initiative	121
2.2	The Negotiation-Generating Decision	122
2.3	The Ad Hoc Body of Conferential Negotiation	122
2.4	The Role of the Secretariat as a Guardian of the Constitutive Negotiation Process	123
3	The Consensus Procedure as a Negotiating Practice of Constructing Common Interest	127
3.1	The Two Aspects of the Consensus Procedure	127
3.2	The Consensus Relational Level	128
3.3	The Strategic Management Level	131
3.4	The Organizational Management Level	132
3.4.1	The Procedural Techniques of Lateral Expansion and Fragmentation of Issues	133
3.4.2	The Conference-Scaling Practices: Sub-fora and Miniaturization of Conferences	134
4	Rules of Procedure and Practices	136
4.1	Purpose and Definitions	137
4.2	Place and Time of Meetings	138
4.3	Invitation of Observers	138
4.4	Public and Private Sessions of the Meetings	138
4.5	Agenda Setting	139
4.6	Representation	140
4.7	The Bureau of the Negotiating Meeting or Conference	140
4.8	The Organization of the Negotiating Meeting or Conference	142
4.9	Conduct of Business	143
4.10	Decision-Making	144
4.11	The Languages of the Negotiating Meeting or Conference	145
4.12	Amendments: Relationship to the Conventional Regime	148
5	Negotiation of the Textual Pattern of International Agreements	149
5.1	Patternment at the Level of Context of Reference (Referential Patternment)	150
5.1.1	Identifiability of the Context of Reference (Context Identification)	150
5.1.2	Consistency with the Context of Reference (Contextual Consistency)	152

5.1.3	An Added-Value or Constructive-Heuristic Field	154
5.2	Morphological Patternment	155
5.2.1	The Framework Agreement-Performative Protocols in <i>Processu</i> Approach	156
5.2.2	The Integrative Agreement-Performative Annexes in <i>Processu</i> Approach	158
5.3	Normative Patternment or Patternment of Content	159
5.3.1	The Preamble	160
5.3.2	Legislative Use of Terms: Legislative Definitions	161
5.3.3	Purpose and Scope of Application	164
5.3.4	General Duties-Obligations	170
5.3.5	The System of Multilateral ICI Governance	172
5.3.5.1	Thematization	172
5.3.5.2	Institutionality	182
5.3.5.3	Controllability	187
5.3.5.4	Transformability	197
5.3.5.5	Subjectivity	202
6	Special Techniques and Practices of Constitutive Textual Negotiation	210
6.1	Organizational Techniques and Practices	210
6.1.1	Opening Statements	210
6.1.2	Brainstorming Sessions	211
6.1.3	Inter-Sessional Workshops	213
6.1.4	Side-Events	215
6.2	Textual Techniques and Practices	216
6.2.1	The System of Brackets	216
6.2.2	Recording the Names of Negotiating Participants in the Reports of the Meetings and Conferences	217
6.2.3	Non-Negotiation Text: "Non-Paper"	218
7	The Outcome of Constitutive Negotiation	219
5	The Renegotiation Phase as a Process of Revisionary Governance of Conventional Regimes	222
1	Negotiable Transformation <i>Mutatis Mutandis</i>	222
2	Initiation and Institutional Organization of Renegotiation	223
2.1	The Initiation of Renegotiation	223
2.2	The Institutional Guardianship of the Secretariat in the Renegotiation Process	224
3	Renegotiation of the Textual Pattern of an International Agreement	227
3.1	The Contextuality of Renegotiation	227
3.2	The Morphological Patternment of Amendment	229

3.3	Amendment or Replacement? The Dynamic of the Renegotiation Process	231
3.4	Alternative Options to Renegotiation?	234
3.5	Renegotiating the Treaty Regime Declarative Components	235
4	The Outcome of Renegotiation	239
5	In the Twilight Zone between Renegotiation and Constitutive Negotiation: Renegotiating the Under-Determinate Edges of a Treaty Regime	239
5.1	Renegotiating the Undetermined Crime of Aggression of the Rome Statute of the ICC and the Way to the Kampala Revisionary Compromise	240
5.1.1	Referential Context, the Rome Compromise, and Institutional Layers of Renegotiation	240
5.1.2	The Twinning Renegotiating Process	243
5.2	The Kampala Revisionary Compromise	246
	<i>Bibliography</i>	250
	<i>Index</i>	257