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This book highlights the tremendous shift in the traditional arrangements for the delivery of civil justice in the Commonwealth Caribbean, from litigation to alternative

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dispute resolution (ADR) processes. Over the last quarter of a century, much learning has taken place on the topic of ADR and the literature on the subject is now voluminous. This book puts forward the thesis that the peculiar experiences of the developing world ought to help reshape our traditional notions of ADR. Furthermore, the impact of globalisation on the developing world has brought with it special and peculiar challenges to our notions of civil and criminal justice which are not replicated elsewhere. This book will appeal to a wide readership. The legal profession, students of law and politics, social scientists, mediators, the police, state officers and the public at large will find its contents of interest.

This book is the first and only practical guide to negotiating

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peace. In this ground-breaking book Sven Koopmans, who is both a peace negotiator and a scholar, discusses the practice, politics, and law of international mediation. With both depth and a light touch he explores successful as well as failed attempts to settle the wars of the world, building on decades of historical, political, and legal scholarship. Who can mediate between warring parties? How to build confidence between enemies? Who should take part in negotiations? How can a single diplomat manage the major powers? What issues to discuss first, what last? When to set a deadline? How to maintain confidentiality? How to draft an agreement, and what should be in it? How to ensure implementation? The book discusses the practical difficulties and dilemmas of negotiating agreements, as well as existing

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solutions and possible future approaches. It uses examples from around the world, with an emphasis on the conflicts of the last twenty-five years, but also of the previous two-and-a-half-thousand. Rather than looking only at either legal, political or organizational issues, *Negotiating Peace* discusses these interrelated dimensions in the way they are confronted in practice: as an integral whole. With one leading question: what can be done?

This book discusses the role of time in peace negotiations and peace processes in the post-Cold War period, making reference to real-world negotiations and using comparative data. Deadlines are increasingly used by mediators to spur deadlocked negotiation processes, under the assumption that



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fixed time limits tend to favour pragmatism. Yet, little attention is typically paid to the durability of agreements concluded in these conditions, and research in experimental psychology suggests that time pressure can have a negative impact on individual and collective decision-making by reducing each side's ability to deal with complex issues, complex inter-group dynamics and inter-cultural relations. This volume explores this lacuna in current research through a comparative model that includes 68 episodes of negotiation and then, more in detail, in relation to four cases studies - the Bougainville and Casamance peace processes, and the Dayton and Camp David proximity talks. The case studies reveal that in certain conditions low time pressure can impact positively on the durability of agreements by making possible effective intra-

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rebel agreements before official negotiations, and that time pressure works in proximity talks only when applied to solving circumscribed deadlocks. This book will be of much interest to students of peace processes, conflict resolution, negotiation, diplomacy and international relations in general.

Grouped by general topic, this collection of the best "Sales Clinic" columns in Hotel Management written by Howard Feiertag over the course of 35 years provides an abundance of juicy nuggets of tips, tactics, and techniques for professionals and newbies alike in the hospitality sales field. Readers will take a journey down the road of the development of hospitality sales from the pre-technology era (when knowing how to use a typewriter was a must) to

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today's reliance on digital technology, rediscovering that many of the old techniques that are still applicable today.

Combining insights in negotiation research with the tactics used by some of the world's leading business strategists, *Bargaining for Advantage* is a practical guide to becoming a more effective negotiator. Richard Shell explores the hidden psychology and patterns that govern every bargaining situation. Driven by stories about everything from hostage taking and high stakes business deals to everyday encounters, this work offers a step-by-step approach that draws on your own communication style to make you a skilful negotiator.

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Work, so fundamental to well-being, has its darker and more costly side. Work can adversely affect our health, well beyond the usual counts of injuries that we think of as 'occupational health'. The ways in which work is organized - its pace and intensity, degree of control over the work process, sense of justice, and employment security, among other things - can be as toxic to the health of workers as the chemicals in the air. These work characteristics can be detrimental not only to mental well-being but to physical health. Scientists refer to these features of work as 'hazards' of the 'psychosocial' work environment. One key pathway from the work environment to illness is through the mechanism of stress; thus we speak of

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'stressors' in the work environment, or 'work stress'. This is in contrast to the popular psychological understandings of 'stress', which locate many of the problems with the individual rather than the environment. In this book we advance a social environmental understanding of the workplace and health. The book addresses this topic in three parts: the important changes taking place in the world of work in the context of the global economy (Part I); scientific findings on the effects of particular forms of work organization and work stressors on employees' health, 'unhealthy work' as a major public health problem, and estimates of costs to employers and society (Part II); and, case studies and various approaches to improve working conditions, prevent disease, and improve health (Part III).

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The papers in this volume, produced as part of the OECD Trade Directorate's services project, explore fundamental issues for the WTO services negotiations.

This book reflects the enormous interest in work-life balance and current pressing concerns about the impacts of austerity more broadly. It draws on contemporary research and practitioner experiences to explore how work-life balance and related workplace and social policy fare in turbulent economic times and the implications for employees, employers and wider societies. Authors consider workplace trends, practices and employment relations and the impacts on work, care and well-being of diverse workers. A guiding theme throughout the

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book is a triple agenda of supporting employee work-life balance, workplace effectiveness and social justice. The final chapters present case studies of innovative processes and organizational practices for addressing the triple agenda, note the important role of social policy context and discuss the challenge of extending debates on work-life balance to include a social justice dimension. This book will be of interest to academics and postgraduate students of organisational psychology, sociology, human resource management, management and business studies, law and social policy, as well as employers, managers, HR managers, trade unions, and policy makers.

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