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Negotiating towards success in international crises: the case of North Korea and Iran (minor case study)

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ABSTRACT

This paper studies the North Korean Six-Party Talks that began in 2003 and are still ongoing. This negotiation concerned the denuclearisation of North Korea. This is the overarching goal of the Six-Party Talks – to get North Korea to denuclearise. However, each party has their own personal objective that they would like to achieve. The paper discusses the negotiation process by looking at the strategies utilised by the members to achieve their outcomes, as well as the intervening variables (culture and environment) that affect the strategy and outcome of talks.

However, the goal of this paper is to design a model based on the Six-Party Talks to simulate future negotiated outcomes. The paper does not purport that the Six-Party Talks is successful, as this cannot be claimed until the talks come to a close. What it does argue is that the talks have achieved a measure of success, proven by the achievement of two agreements and its continuance. Therefore, the paper believes that the Six-party negotiation is moving towards success. With that said, the paper examines the applicability of the model by discussing it with regards to the minor case study, Iran.

This paper is distributed into six sections. Section One, is the Introduction, it situates the research problem. Section Two and Three, is Chapters One and Two respectively. Chapter One explores negotiations, from the definition of negotiation to the theories applied in negotiation. While, Chapter Two discusses negotiation strategy, by looking at the styles and tactics used in negotiations, as well as the influence of culture on negotiations and the obstacles to negotiating. Section Four and Five, is Chapters Three and Four respectively. Chapter Three is dedicated to the main case study the North Korean Six-Party Talks, it looks at the context in which the talks are occurring, as well as the delegates involved and their objectives for the negotiations. It then discusses the strategies used in the negotiation and then depicts the model. Chapter Four focuses on Iran, discussing the context of talks with Iran by the various concerned parties and following this is the discussion of the model with respect to Iranian talks. The Sixth and Final section, Section Six is the Conclusion which draws a close the discussion of the Six-Party Talks.