Contents

Foreword vii
Federico Mayor
Preface xi
Guy Olivier Faure and Jeffrey Z. Rubin
1. Culture and Negotiation: An Introduction 1
   Guy Olivier Faure and Gunnar Sjöstedt

Part I International Negotiation:
   Does Culture Make a Difference?

2. A Skeptic's View 17
   I. William Zartman

3. An Advocate's View 22
   Raymond Cohen

4. A Professional's View 38
   Winfried Lang
Part II  Cases and Analyses

   Jeffrey Z. Rubin and Guy Olivier Faure  57

7. Northern and Southern Sudan: The Nile
   Francis M. Deng  62

8. Switzerland, France, Germany, the Netherlands: The Rhine
   Christophe Dupont  97

9. Turkey, Bulgaria, Romania, and the Soviet Union: The Black Sea
   Vladimir Pisarev  116

10. Turkey, Syria, Iraq: The Euphrates
    Randa M. Slim  135

11. Arabs and Israelis: The Jordan River
    Miriam Lowi and Jay Rothman  156

12. China: The Three Gorges Dam Project
    Kenneth Lieberthal  176

Part III  Analysis

13. Implications for Practitioners
    Jeswald W. Salacuse  199

14. Lessons for Theory and Research
    Guy Olivier Faure and Jeffrey Z. Rubin  209

References  233

Index  243

About the Contributors  261