

**Publications (2009-2014) by Prof. Dr. em. Raymond Saner  
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**Books:**

Saner, R. (2012), *The Expert Negotiator*, 4th Edition, Martinus Nijhoff, The Hague, 282 pp

Saner, R.; Grimm, J, (2011); *Umweltkonflikte und Nachhaltigkeit in Lateinamerika: Verhandlungen zwischen Unternehmen, NGOs und Regierungsstellen* (Environmental conflicts and sustainable development in Latin America: Negotiations between enterprises, NGOs and Governments); Südwestdeutscher Verlag für Hochschulschriften SHV; Saarbrücken, (283 pp)

Saner, R; (2009)“Trade Policy Governance through Inter-Ministerial Coordination: *A source book for trade officials and development experts*” Republic of Letters, Dordrecht, 250 pp

Saner, R., Michaelun, V.; (Eds); (2009) *State actor versus Non-State Actor Negotiations*, Republic of Letters, The Hague, NL, 410 pp

**Book Chapters:**

Saner, R; Yiu, L; “Designing Learning Systems for Poverty Reduction in Least Developed Countries”, (2014) in Reichman, Walter, “Industrial and Organizational Psychology Help the Vulnerable”, Palgrave Macmillan, New York, pp. 164-182

Saner, R; Yiu, L; (2012), *The New Diplomacies and Humanitarian Work Psychology*, in Carr,St, MacLahlan, M and Furnham, A, “Humanitarian Work Psychology”, Palgrave Macmillan, New York, 2012, pp 129-166.

Saner, R; (2012); *The Cyprus Conflict: Will it ever end in agreement?* In Faure, G (edit), *Unfinished business: why international negotiations fail*, The University of Georgia Press, Longon Nordhoek, Peter;

Saner, R. (2011), *From New Public Management to New Public Administration*, Steen J.J.; Munkoe, M. (editors), *Verfaerd med et menneskeligt ansigt*”, Cevea- Frydenlund, Frederiksberg, DK, 2011, pp. 66-107

Yiu, L, Saner, R, (2012) *Stakeholder-based Monitoring and Leadership Training in Public Administration*, in de Vries,M; Bouckaert, G, *Training for Leadership*, Bruylant, Brussels, pp 201-221

Saner, R. (2011), *Growth and Poverty: The Great Debate*, Ed. Mehta, Pradeep, Chatterjee, Bipul; CUTS, Jaipur, India, pp. 44-47

Saner, R; Yiu, L. (2010), *Sustainable transborder business cooperation in the European regions: the importance of social entrepreneurship*, pp 125-141, in *Handbook of Research on Social Entrepreneurship*, Ed Fayolle, Alain; Matlay, Harry; Edward Elgar Publ, UK. Pp 125-141

Saner, R. (2010) , *NEGOTIATIONS: Contributions by Scholars from Social and Economic Sciences; in Friedberg, E; De Taylor à 2010*”. R&O Multimedia, Paris, (French & English), pp 1-11.

Saner, R.; (2009), Yiu, Lichia; “A Sisyphean Task: Managing Porous Boundaries During OD Interventions in UN Agencies in *Mending the World: Social Healing Interventions by Gestalt Practitioners Worldwide*; Melnick, Joseph; Nevis, Edwin C. Eds, Xlibris Corp, pp. 151-180.

Saner, R. (2009), *Cyprus conflict and social capital theory: a new perspective on an old conflict*, in Cox, M, “Social Capital and Peace Building”, creating and solving conflict with

trust and networks”, Routledge, London, pp 139-155.

**Articles (refereed journals):**

Saner, R; Yiu, L, (2014), Business Diplomacy Competence: A Requirement for Implementing the OECD’s Guidelines for Multinational Enterprises, the Hague journal of Diplomacy 9, Brill Nijhoff; Leiden, pp 311-333

Saner, R.; Sapienza, E. (2012), Development Diplomacy and Partnerships for Social Policy at the Time of PRSPs: The Case of Decent Work, *Journal of Poverty Alleviation and International Development*, 3(2): pp 145-180

Lim, A.H. Saner, R.; (2011), Rethinking Trade in Education Services: A Wake-Up Call for Trade Negotiators, *Journal of World Trade* 45, no. 5 : pp 993–1036

**Articles (non-refereed)**

Lim, Hoe; Saner, R. (2011), Trade in Education Services: Market Opportunities and Risks, *Life Long Learning in Europe*; 1- 2011; Helsinki, Finland, pp 18-29