

# Negotiations between State Actors and Non-State Actors: Case Analyses from Different Parts of the World

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With the end of the Cold War came a proliferation of actors partaking in disputes, be they at local, regional, national or international levels. This growing multiplicity of actors behind conflict and behind the negotiation process has not only made negotiation practice more demanding, but also leads to a need for further development in negotiation theory. This book takes a step closer to the reality of international conflicts by adding a special focus on the relation(s) between state and non-state actors. Today's world has gone beyond state-to-state negotiations and conflicts. While these traditional forms of engagement still exist, the more rapid developments have occurred at the boundary of social and political conflicts. The State's strict jurisdiction over diplomacy as a tool for conflict resolution is being increasingly challenged by economic actors and civil society actors. This new overlapping of convergent and divergent interests between these multiple actors is the focus of the book.

**Raymond Saner** is a professor at the University of Basle and teaches at Sciences Po, Paris. He has pioneered the field of business diplomacy and contributes to the study of multi-stakeholder diplomacy within the field of diplomacy.

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