Negotiating Trade: Developing Countries in the WTO and NAFTA

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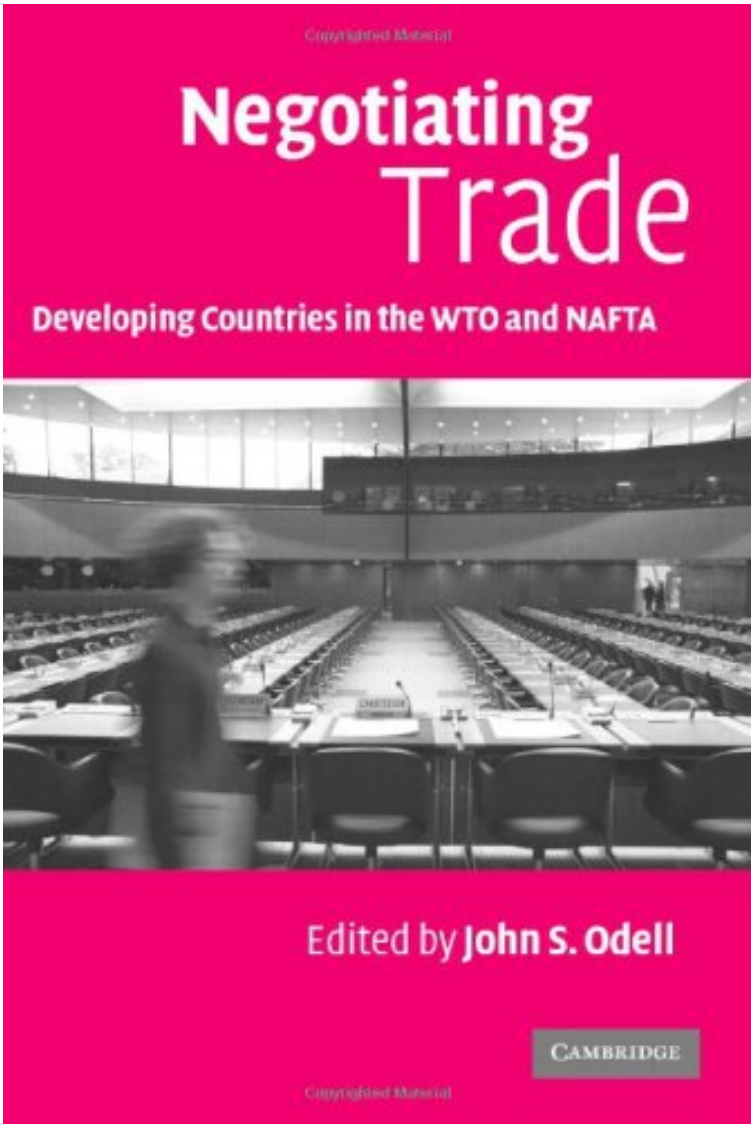

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Negotiations between governments shape the world political economy and in turn the lives of people everywhere. Developing countries have become far more influential in talks in the World Trade Organization, including infamous stalemates in Seattle in 1999 and Cancuacute;n in 2003, as well as bilateral and regional talks like those that created

NAFTA. Yet social science does not understand well enough the process of negotiation, and least of all the roles of developing countries, in these situations. This 2006 book sheds light on three aspects of this otherwise opaque process: the strategies developing countries use; coalition formation; and how they learn and influence other participants' beliefs. This book will be valuable for many readers interested in negotiation, international political economy, trade, development, global governance, or international law. Developing country negotiators and those who train them will find practical insights on how to avoid pitfalls and negotiate better.

"Now that the developing countries are negotiating their trade liberalization in bilateral and multilateral contexts, after decades of opting out, they must learn the kinds of strategic bargaining behaviour that the richer countries have developed over the course of postwar trade liberalization largely among themselves. This book, under the leadership of John Odell, a most distinguished political scientist with a remarkable track record in analyzing trade policy, enables them to do just that, drawing on recent experience of the developing countries also. It is not merely fascinating; it is also an invaluable resource book for the leadership of the developing countries." -Jagdish Bhagwati, University Professor, Columbia University; author of In Defense of Globalization"By focusing attention on the strategies employed by the developing world in trade talks, Odell enriches out understanding of trade negotiations. This unique collection of wide ranging articles by recognized experts in the field will be indispensable to scholars on the GATT-WTO system and is a sure read for anyone interested in contemporary trade issues." -Judith Goldstein, Professor, Department of Political Science, Stanford University"This is an impressive book. [...]The book is theoretically strong as well as practically useful for national representatives wishing to know how to succeed. Each empirical chapter is, in turn, rich in detail and in line with the overall objectives of the book. Anyone interested in the future direction of free trade negotiations at the global or regional level will therefore do well to read it." -Francesco Duina, Bates College, Perspectives on PoliticsAbout the AuthorJohn S. Odell is Professor of International Relations at the University of Southern California. He was editor of International Organization, 1992-6.