



Klaus Winkler, Frankfurt, Germany

Negotiations with Asymmetrical Distribution of Power

Conclusions from Dispute Resolution in Network Industries

Negotiations are of increasing importance in highly regulated sectors, particularly in the network industries such as telecommunications and transport. In general, negotiating partners in these markets are not equal with regard to their various sources and instruments of power. This analysis shows that negotiations are possible and can be efficient for all actors, even when power is distributed asymmetrically. In this respect Alternative Dispute Resolution (ADR) mechanisms are discussed as an alternative to conventional negotiations.

Contents: Asymmetrical distribution of power makes negotiations difficult - Theory of negotiations and power display common characteristics - Negotiations in network markets - Alternative Dispute Resolution enables efficient negotiations

Comments: This book is highly relevant for all those wanting to better understand the complex political processes and outcomes in regulated industries, but also for those bearing practical responsibility in regulatory and government affairs and wanting to improve their management performance.

Prof. Dr. Dres. h.c. Arnold Picot, Ludwig-Maximilians-Universität, Munich, Germany

In regulated sectors negotiations and other alternative dispute resolution mechanisms should play a more important role in the future. This book makes an important contribution to that development.

Dr. Peter Knauth, Federal Ministry of Economics, Germany

Anyone seriously engaged in complex negotiations will benefit from this book.

Prof. Dr. Ingo Vogelsang, Boston University, USA

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