International Negotiation: Foundations, Models, and Philosophies. *Christophe Dupont*
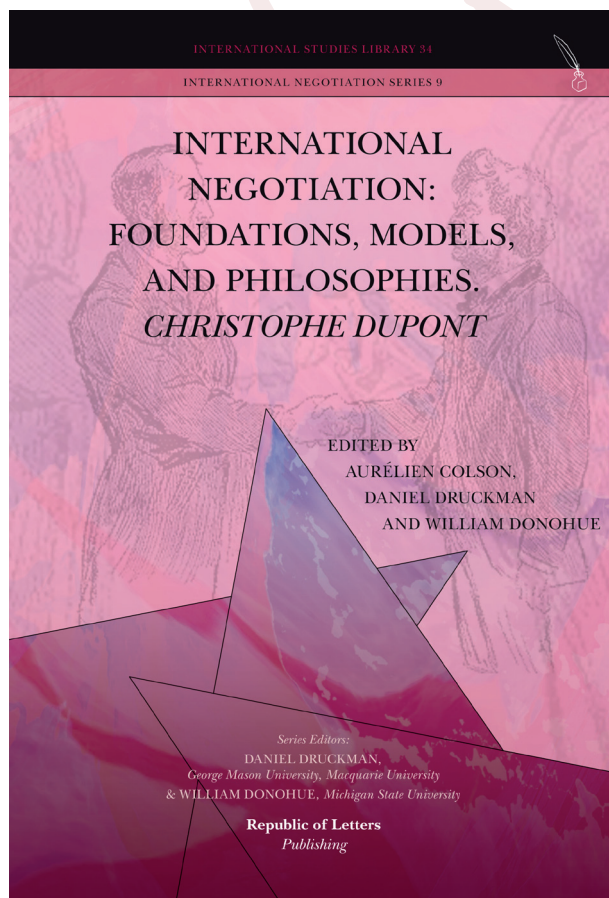
Edited by Aurélien Colson, Daniel Druckman and William Donohue

CHRISTOPHE DUPONT (1922-2010), after a career in international negotiations as an economist at the International Monetary Fund and then the European Investment Bank, was active in the conflict and negotiation field as a professor, consultant and researcher. He contributed to the establishment of negotiation research in France and beyond, writing extensively on negotiation, and inspiring a generation of conflict management scholars in the francophone world. A practitioner turned scholar, Dupont successfully bridged theory and practice, and can be considered as one of the thought leaders of our field. Many of his contributions are presented in this volume along with chapters from several well-known colleagues influenced by his work. This book inaugurates a new mini-series titled Careers in Negotiation and Conflict Management Research. It aims to honor outstanding scholars who have opened original paths in uncharted areas, as well as to shed new light on their legacy thanks to the contributions of colleagues.

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    The Quintessential Practitioner Turned Scholar
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Aurélien Colson is Associate Professor of Political Science at ESSEC Business School, and Director of the Institute for Research and Education on Negotiation (IRENE Paris & Singapore).

Daniel Druckman is Professor of Public and International Affairs at George Mason University and an Eminent Scholar at Macquarie University in Sidney. He received the 2003 Lifetime Achievement Award from IACM and was a recent president of the Association.

William Donohue is Distinguished Professor of Communication at Michigan State University and has been President of the International Association for Conflict Management (IACM).

"This is a remarkable initiative concerning a prominent figure in negotiation research, Christophe Dupont. I was privileged to be a close colleague for more than three decades. His exceptional work on synthesis, classification, and framework development helped our academic community to organize the considerable amount of research published during the past few decades. An economist who ventured well beyond that discipline, his broad vision brought him into contact with scholars from sociology, psychology, and political science. These collaborations contributed in important ways to our understanding of the complex world that must be navigated by negotiators. This book, dedicated to his contributions to negotiation scholarship, is an excellent start for a ground-breaking series on thought leaders."
Professor Guy-Olivier Faure, Sorbonne University & China Europe International Business School (CEIBS)

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