

S. I. Rostetska

*candidate of political sciences, associate professor of political science
South Ukrainian National Pedagogical University named after K. D. Ushynsky*

INTERNATIONAL NEGOTIATIONS: EXISTING TYPES AND FORMS

Negotiations become important in today's society. Even in the second half of the twentieth century, negotiation issues in the Western world stood sharper because there was a serious problem coordination behavior of different social groups and interests, compared to those in Europe. Countries are socialist long lived by inertia conquest opinion «control person» and any variation on «political views and divergence of political arrangements» were unacceptable to life as an ordinary citizen, and for newly established political forces. But Ukrainian society movement for democratic values requires knowledge and skills align interests between political forces branches. The only civilized but by reaching an agreement in the modern world are negotiating.

Problem negotiation takes relatively independent significance in the western Conflict since the mid 60's. According to the national experts to work with international negotiations mind two directions: on the one hand, this development problems of the world, and on the other the idea of «power approach.» Accordingly, if the first trend contributed to the formation of an idea of negotiation as a means of resolving international conflicts and peace, the second was designed to develop the best ways to achieve gains in the negotiations. However, the end of the Cold War and global confrontation leads to new trends in the state of negotiations.

Overall, these trends are as follows:

Firstly, international negotiations are the main form of interaction between states. They actively influence the further reduction of the role of the military factor.

Second, the volume and the number of negotiation. They become the object of new areas of international cooperation (environmental, social and political processes, scientific and technical cooperation, etc.).

Third, the growing negotiating role of international organizations.

Fourth, the scope of the negotiations involved experts with no diplomatic experience, but possesses the competence in the field of complex scientific, technical and economic problems, which is necessary in the analysis of new areas of cooperation between states.

Finally, fifth, there is a need radical revision process control negotiations, highlight the most important issues for senior public management; definition of the competences of different working levels; develop a system of delegation of responsibility; improving coordination role diplomatic services, etc.

Particular attention is paid advisable conversations that can be considered preparation for negotiations or the beginning of their talks. The question of what is the conversation that its laws and regulations have been the subject of scientists for many centuries.

The question of the difference between conversations and other forms of interaction. The main difference is the principle of «no-no need to argue». During the conversa-

tion, politicians, diplomats consider it necessary to safely convincingly prove his innocence, not wrong interlocutor, in addition, they refrain from criticism, not without having to put in the position of partner forces defending.

One of the forms of political negotiations can be called the political debate.

Debate – a reasoned debate in which the parties (usually two) are aiming to convince anyone of anything. In assessing the controversy, primarily used arguments, but also captured and various rhetorical techniques, ability to work with the audience, expressive language, and so on. P.

One of the forms of political negotiations can be called the political debate.

Behind the scenes work – one of the essential elements of career, a source of valuable information, opportunity to establish informal relations with colleagues – foreigners. The purpose of backstage work – personally meet with partners in negotiations, meetings, conferences, enter them in informal contact, which is often very useful for obtaining or transmitting information, discuss previous proposals, presenting arguments to influence the position of partners and more.

Of course, like any classification given above is rather arbitrary. The same can be classified negotiations for various reasons, a list of criteria for the typology negotiations can always continue.

Negotiations become important in today's society. Even in the second half of the twentieth century, negotiation issues in the Western world faced more acute because there was a serious problem of coordination of the behavior of different social groups and interests, compared to Eastern Europe. Countries socialist camp is long lived by inertia conquest of thought «control person» and any variations on «divergence of political views and achieving political agreements» were unacceptable to life as an ordinary citizen and for the newly established political forces. But Ukrainian society movement for democratic values requires knowledge and skills to coordinate the interests between political forces, branches of power. But only civilized method of reaching an agreement in the modern world are negotiating.

Problem negotiations takes relatively independent significance in western Conflict from mid 60 years. As the national experts to work with the international negotiations affect two areas: on the one hand, this development problems of the world and on the other the idea of «forceful approach». Accordingly, if the first trend contributed to the formation idea of negotiations as a means of resolving international conflicts and peace, the second was designed to develop the best ways to achieve gains in the negotiations. However, the end of the Cold War and global confrontation leads to new trends in the state of the negotiations. Overall, these trends are as follows:

First, international negotiations are the main form of interaction between states. They actively influence the further reduction of the role of the military factor.

Second, the growing volume and number of talks. They are becoming the subject of new areas of international cooperation (environmental, socio-political processes, scientific and technical cooperation, etc.).

Third, the growing negotiating role of international organizations.

Fourth, the scope of the negotiations involved experts with no diplomatic experience but possesses the competence in complex scientific and technical and economic problems, which is necessary in the analysis of new areas of cooperation between states.

Finally, fifthly, there is a need for radical revision of the management talks: highlight the most important issues for senior public management; defining the scope of competence of the various working levels; developing a system of delegation of responsibility; enhance coordinating role diplomatic services, etc.

Depending on the criteria there are several kinds of international negotiations.

1. Criterion – a goal that set themselves the negotiators:

- negotiations with a view to extending previously reached peace agreements;
- talks on normalization of relations of peaceful participants of international conflict;
- negotiations to revise the agreements reached earlier in favor of one of the stakeholders;
- Negotiations to reach a new agreement (in case of settlement of international conflicts of this type include most of the negotiations);
- Negotiations to obtain relevant results (in these cases, the parties do not try to achieve the final result, and an interpreter positions and intentions of partners, establish contacts that may be necessary in the future).

2. Criterion – the type of decisions taken as a result of negotiations:

- talks, ending the adoption of a compromise;
- negotiations ending full resolution of conflict;
- talks, ending a partial solution;
- negotiations ending asymmetric solution that satisfy one side more than another.

3. Criterion – the official status of negotiators:

- talks at highest level;
- negotiate at a high level;
- negotiate in good working order [1, p. 67].

Negotiations can be single or one-off, but may be prolonged, that consist of several rounds.

Under present conditions, most of the negotiations is open, ie the start of negotiations report public, and their results are announced. But conflict settlement talks are held and hidden.

Talks at present can be divided into bilateral or multilateral.

In direct bilateral negotiations involving only two partners and they are face to face. Such negotiations take place during official visits or international forums. Almost no official visit or international meeting did not take place without bilateral negotiations. In multilateral negotiations involved from three to several dozen participants and dedicated they tend to consider global issues of international relations or resolve any disputes or conflicts. The

number of participants in these negotiations, it is not necessarily dependent on the number of, say, the conflicting parties. Examples of such multilateral negotiations can be: Geneva meeting in 1954 in Indochina (9 countries participated), the International Meeting to resolve the issue in Lao 1961-1962. Geneva (attended by 14 countries), European General Meeting 1973-1975. for Security and Cooperation (35 countries participated) [2, p. 32].

Multilateral negotiations are divided into sessional negotiations in the framework of existing international organizations and nesesiyni negotiations that talks organized at the initiative of one or more countries with issues of self, a special importance for countries that take part in negotiations

Bilateral negotiations are held when they concern only relations between the two countries. But in the diplomatic history known (though very rarely) such precedents when bilateral negotiations on multilateral discussed international issues, and in multilateral – questions were only two, and sometimes a single country. attended by many countries and solved one key issue, or vice versa. Bilateral visits of heads of governments or states end negotiations on many key issues. However, experience shows that bilateral negotiations requires time-consuming and versatile competence and more at the level of delegations specially trained [3, p. 79].

Ukraine is an active participant in both the multilateral and bilateral negotiations, especially within the UN, Council of Europe, European Union, Organization for Security and Cooperation in Europe and others.

Nowadays, a very popular and effective form of bilateral relations are political consultation, enabling deeply and comprehensively discuss not only bilateral but also international relations in general. Consultations held in accordance with pre-set schedule, or as the need arises. Are they, as a rule, at the special working committees, but usually at officials from the two countries, mainly directors (or their deputies) of the Department of Foreign Affairs.

In science, there are two points of view on the nature of the phenomenon of political consultations. According to «Asian approach» method of political consultation as a «soft», «optional» genre diplomatic practice, the most actively used by some states of the East (China, Japan) during interaction with European countries in the middle of the XIX century [4, p. 213]. But Europeans, for their part, do not neglect this form of communication, but mostly resorted to it in a dialogue with its Eastern partners. In particular, in the XIX century, during the civil wars in India, the British colonialists turned to political consultation for recruiting supporters among the local Indian elite. Several authors, however, disputed such an interpretation of the phenomenon of political consultations. Expressed opinions that are specific, mild forms of diplomatic negotiations, which were inherent in some political traditions of the East, likely fall under what the language of European diplomacy called «exchange of views» rather than advice. Accordingly believe that proper consultations were brought to the East by British diplomats. Thus, the hypothesis advocated Western roots of this phenomenon. Proponents of «American approach» did not yield to the invention of the genre of political consultations either Asia or Europe. They insist that consul-

tations – the achievement of a closed meeting of representatives of the legislative and executive branches of the US government in the XIX-XX centuries.

According to this logic, the emergence of political consultations – merit Americans. In the United States consulted as a form of cross-party cooperation during the election campaign traditionally had limited application and did not go beyond bipartisan cooperation. However, in early 1948, by the decision of Secretary of State George. Marshall, a group of leading analysts of the US State Department (J. Hikkerson, D. and T. Rask Echillz) began to study the question of the expansion of diplomatic contacts that would not represent a full-scale negotiations and in some cases preceded or perhaps even replace them. Consultation is seen as a special form of contacts [5, p. 14 -16].

This practice started actively used. At the end of 1950, political consultations were used to improve the efficiency of the departments of State, Ministry of Finance and Ministry of Defence. At the beginning of 1951 with the filing of Secretary of State Acheson Americans approving new form of work within NATO [6, p. 73].

Exploring the political consultation may highlight the following approaches to their nature, are presented in Table 1.

Thus, it should be noted that in the context of political relations none of the approaches to the interpretation of political consultations can not claim evrystychnist. However, some foreign researchers identified features and aspects may be fixed in the definition. Firstly, in practice political consultations with all the variability of interpretations invariably defined as a means of social and political communication (means of interaction). Secondly, the consultation has such basic features as the efficiency, regularity and legitimacy. Thirdly, the key need is a consulting party information that can be considered both a specific resource, and a set of ideas, values and behavior. Fourth, the purpose of political consultations should be informing the parties, on steps to address the problem situation. All these aspects can be reflected in the definition of political consultations. Consequently, political consultation – a form of social and political communication, which is a regular open dialogue focused on each other informed about the activities of the parties, to

develop an overall strategy of joint and individual actions effective control over the execution of agreements previously adopted and signed agreements.

Negotiations are conducted both in the form of direct discussions at meetings, meetings of various international forums and in writing through diplomatic exchange of relevant documents (notes, memoranda, memoranda, and so on. N.) [7, p. 56-58].

It is advisable to pay special attention conversations that can be considered preparation for the start of negotiations or talks themselves. The question of what is the conversation that its laws and regulations have been the subject of scientists for many centuries.

The question of the distinction between conversations and other forms of interaction. The main difference is the principle of «no-no need to argue.» During the conversation, politicians, diplomats consider it necessary to calmly, convincingly prove his innocence, not the wrong interlocutor, in addition, they refrain from criticism, not without having put in the position of partner forces defending.

The main goals of conversation include:

- first acquaintance, networking;
- consolidation of established contacts, more detailed talks in line with the issues of interest;
- subject to receiving the required information or evidence;
- discussion and resolution of issues of bilateral cooperation;
- preparation for the negotiation or discussion during negotiations to resolve difficult issues [8, p. 313].

But, of course, the conversation could not be made with one purpose, and with several.

Conventionally, the conversation can be classified as follows:

1. the talks at the invitation of opponents at the official level;
2. conversation with your initiative at official level;
3. public conversations on events, receptions;
4. conversation during a break in formal meetings;
5. casual conversations while visiting events, trips and so on. P.;
6. talks unexpected, unforeseen when the topic of conversation is unknown in advance.

Table 1

Basic approaches to defining the essence of political consultations

Criteria for analysis	Approaches are in interpretation of political consultations				
	political and cultural	administrative	procedural cyclic	communicative	Psychological
basic definition	element of political culture	control method	cyclic	form of communication	means of interaction
key principle	adherence to cultural norms and principles	effectiveness	regulatorist	legitimacy	Preconceived issues
a key demand (interest)	political orientations and values	resource	Ideas	information	Consensus
the scope of interpretation	philosophy of politics and international relations	governance	policy development	international relations and world politics	Cognitive psychology

Thus, conducting interviews requires some art and, like any art, it is subordinated to certain rules, laws, taking into account past experience, achievements and mistakes.

One of the forms of political negotiations could be called political debate. Debate originates from ancient Greece, where they were an integral part of democracy. In Athens citizens debated the advantages and disadvantages of the proposed law, the dispute gave the opportunity to thoroughly analyze the problem. In ancient Rome, there were the so-called rhetoricians school, which taught oratory. Schools were very prestigious orators, and teachers were among the highest paid. In the Middle Ages in Europe were extended debates, oratorical skills courses and debate.

In 30 years of XX century in the US debate began their formation as a form of youth activities. Pre-election campaign gave a new impetus to the debate and formed them in such a way that they have now. Popularity debate in the US increased after the first televised debates between John Kennedy and Richard Nixon during the presidential elections of 1960. Debate – a reasoned debate in which the parties (usually two) are aiming to convince anyone of anything. In assessing the controversy, primarily used arguments, but also captured and a variety of rhetorical techniques, ability to work with the audience, expressive language and so on. Mr.

According to DV Yakovlev, an integral part of the political stands of political dialogue in the form of a debate in which different types of messages. In particular, we can speak of an information type, defined descriptive development topics and lack of confrontational elements, argumentative and analytical type (persuasion by means of logical-conceptual apparatus) and the imperative type (emotionally expressive pressure categorical judgments, exaggeration, incorrect metaphors, etc.) [9, c. 55].

In diplomatic practice XIX and early XX century was considered the highest form of negotiation Congress, such as the Congress of Vienna in 1815, a decision which concerned the arrangement of Europe after the Napoleonic wars, documenting the practice of diplomatic relations, the Paris Congress 1856, Berlin Congress in 1878. Today this form of diplomatic practice, hardly used, and the most common form of international political talks became conferences and international forums (meetings). They usually, convened at the level of Heads of State or Government, ministerial and government delegations [10, c. 51-54].

It is advisable to pay more attention to the behind the scenes work, which in modern diplomacy has a very important place.

Work behind the scenes – one of the essential elements of the profession of diplomat, a source of valuable information, the possibility of setting up informal relations with colleagues – foreigners. According to importance unofficial work not inferior to the formal, official diplomacy. However, unlike the latter, not so well governed, has codified the rules, and therefore requires not only high professional training, but also specific personal qualities, constant work on themselves.

The purpose of backstage work – to meet personally with partners in negotiations, meetings, conferences, enter them in informal contact that is often extremely

useful for obtaining or transmitting information, preliminary discussions on possible proposals, presentation of arguments to influence the position of partner and so on.

Depending on the form of holding negotiations may be conducted in the form:

- Congresses;
- Summits;
- conferences;
- meetings;
- sessions;
- meetings and the like.

The following classification provides for negotiation in the stage of conflict or consent. These are the talks aimed at resolving the conflict or crisis situations and or the parties enter into negotiations for joint activities. In this connection it is necessary to distinguish three principal aspects that affect the negotiation process. First, in crisis and conflict situations in the alternative policy negotiations often violence and the economy – the destruction of economic ties and relations. This imposes negotiators special responsibility for their decisions. Second, in times of crisis and conflict when communication channels are not established or bad, parties sometimes have to resort to intermediaries, third parties, conducting informal talks and other activities. Thirdly, with the cooperation of the negotiators reach a growth product or produce a new product or building new relationships that allow them to get it. The task of the negotiators is how to arrange and organize activities so that this increase was the maximum possible, as well as the contributions of each division and received. Another thing in the conflict. There, the emphasis is usually on the distribution or redistribution available. In other words, the conflict, figuratively speaking, of course decided how to divide the existing pie, while in collaboration – how to bake. Another feature in the negotiations in a conflict: the parties may be targeted to have smooth, extinguish, to resolve the existing conflict, or how to eliminate a source of conflict, resolve it. Of course, conflict resolution through negotiation is more desirable than their settlement because it reduces source of tension as such. At the same time full of contradictions solution in the negotiations is not always possible. The settlement of the conflict, aimed at reducing the opposition parties, in this case, can afford to avoid violence, the destruction of economic ties and be the first step towards its solution. It should be noted that both types of negotiations – a situation of cooperation and conflict situations – are in various fields. Thus, it would seem, economic or commercial activities involve negotiations only in the cooperation. In fact it is not. Even under the most good relations between the partners may have conflicts. In addition, their joint activities may affect the interests of third parties, which again provides for negotiations to resolve the conflict relations. That is why Abroad currently has a new branch of research in management science – conflicts between organizations and within them. So negotiators should be able to negotiate and in a relationship conflicts, in terms of cooperation.

Of course, like any classification given above is rather arbitrary. The same can be classified negotiations for various reasons, a list of criteria for the typology negotiations can always continue.

Literature:

1. Tsygankov PA International Relations / PA Tsygankov. – M., 1996. – 320 p.
2. International Negotiation: Analysis, Approaches, Issues / Ed. by VA Kremenyuk. SanFrancisco, Oxford, Jossey-Bass, 2009. – P. 31-37.
3. Igor Alekseev art of diplomacy: not to win, but to convince / IA Alekseev. – M.: Publishing and Trading Corporation «Dashkov i K», 2007. – 284 p.
4. F. Schwartz policy consultations in Japan / F. Schwartz // World Economy and International Relations. – 2010. – № 3. – S. 23-28.
5. Zobnin A.V. To a question on the strategy of US President GS Truman in the development and implementation of part of the Atlantic (1948-1952 gg.) / A.B. Zobnin // search of ways of development in the modern world of interstate cooperation / [Ed. A.A. Sindeev]. Tver: Tver State University, 2006. – 167 p.
6. Gudev P. internal crisis in the historical and political practice of NATO / PA Gudev // international processes. – 2005. – Т. 3. – № 1 (7). – S. 73-74.
7. Resolving International Conflicts: The Theory and Practice of Mediation / Ed. by J. Bercovitch. – Boulder, L.: Lynne Renner Publishers, 2011. – P. 54-63.
8. Popov V.I. Political Diplomacy / V.I. Popov. – M.: Science Book, 2000. – 575 p.
9. Yakovlev D.V. Political debate as a means of rationalizing political interaction / D.V. Yakovlev // Actual problems of politics. Coll. Science. works. Vol. 40. – Odessa, 2011. – P. 50 – 57.
10. Shcherbaty Yu. / Yu. Shcherbaty. The Art of Deception. – Moscow: Eksmo-Press, 2008. – 132 p.

Анотація

Ростецька С. І. Міжнародні переговори: існуючі типи та форми. – Стаття.

Классификация типов международных переговоров принята такие критерии, как цели, типа решений, официального статуса, количества сторон. Особенности этих форм политических переговоров, как политические консультации, дискуссии и дебаты.

Ключевые слова: политический конфликт, переговоры, международные переговоры, политические консультации, обсуждения.

Аннотация

Ростецька С. І. Міжнародні переговори: існуючі типи та форми. – Стаття.

Класифікація типів міжнародних переговорів прийнято такі критерії, як мети, типу рішень, офіційного статусу, кількості сторін. Особливості цих форм політичних переговорів, як політичні консультації, дискусії та дебати.

Ключові слова: політичний конфлікт, переговори, міжнародні переговори, політичні консультації, обговорення.

Summary

Rostetska S. I. International negotiations: existing types and forms. – Article.

The classification of types of international negotiations taken such criteria as objective, the type of decisions, official status, number of sides. The features of these forms of political negotiations as political consultations, discussions and debates.

Key words: political conflict, negotiations, international negotiations, political consultation, debate.