

## Content

<b>Preface</b> .....	7
<b>Acknowledgments</b> .....	9
<b>List of Abbreviations</b> .....	11
<b>CHAPTER I. Introduction</b> .....	17
<b>CHAPTER II. Governmental actors' preferences and negotiation behaviour at the European Convention.</b>	
<b>The theoretical debate and the search for a toolbox</b> .....	27
The rationalist-constructivist debate .....	29
Liberal-intergovernmentalism .....	31
Neo-institutionalism .....	35
A new framework for analysis of preference and negotiating behaviour of governmental actors in the European Convention .....	53
<b>CHAPTER III. The Governments and the constitutional projects in the EU. From the EPC failure to the convocation of the European Convention</b> .....	69
Introduction .....	69
Fifty years of integration and political debate: Intergovernmental, Functionalist or Constitutional Avenue? .....	70
The institutional evolution of the EU and the failure of previous constitutional experiences .....	78
A decade of institutional adjustment and the institutionalisation of the IGC model: Maastricht, Amsterdam and Nice .....	103
The European Convention and the Laeken Declaration: a change of method or of rhetoric? .....	118
<b>CHAPTER IV. The structure and composition of the European Convention</b> .....	127
Introduction .....	127
The European Convention structure: setting-up a hybrid constitutional assembly .....	130
Who were the delegates at the European Convention .....	141

The representation of national interests: Governments and National Parliaments .....	145
The representation of the European institutions: the European Parliament and the Commission.....	152
<b>CHAPTER V. The functioning of the European Convention.</b>	
<b>The executive organs and the rules of procedure.....</b>	<b>157</b>
Introduction .....	157
The executive organs.....	157
The rules of procedure: the definition of “consensus” and the absence of vote .....	163
Sequencing the European Convention in three working phases .....	170
<b>CHAPTER VI. An empirical analysis of the governments’ behaviour across different policy areas. The case of the legal personality and simplification .....</b>	<b>183</b>
Introduction .....	183
The historical and structural context of negotiation.....	184
The organisation of the process, the framing of the issue and the agenda setting .....	188
The listening phase.....	189
The case of the legal personality of the EU.....	192
The case of simplification of the EU legal framework and instruments.....	201
Assessing governmental actors negotiating behaviour .....	209
Conclusions .....	212
<b>CHAPTER VII. An empirical analysis of the governments’ behaviour across two different policy areas. The reform of the EU institutional architecture.....</b>	<b>215</b>
Introduction .....	215
Explaining the “leftovers” legacy.....	216
The organisation of the process, the framing of the issue and the agenda setting .....	226
The atypical sequencing pattern of negotiation and the presence of coalitions .....	230
The development of influence mechanisms and competing coalitions.....	239
The first Praesidium Draft and the evaluation of the options .....	244
The amendments phase and the strategy of progressive adjustments .....	248

Assessing the governmental actors' negotiating behaviour.....	255
<b>Conclusions.....</b>	<b>263</b>
<b>Bibliography.....</b>	<b>275</b>

The first part of the book is devoted to a general introduction to the field of international negotiations. It starts with a discussion of the concept of negotiation and its various forms. The author then moves on to discuss the importance of negotiation in international relations and the role of negotiators. This is followed by a detailed analysis of the negotiation process, including the stages of negotiation and the factors that influence the outcome. The second part of the book focuses on the specific aspects of international negotiations, such as the role of international organizations and the impact of international law. The author also discusses the challenges of international negotiations and the need for effective negotiation strategies. The book concludes with a series of conclusions and a bibliography.

Despite the fact that the book is written in a clear and concise style, it is still a bit dry and lacks some of the more interesting details that would make it a more engaging read. However, it is a good starting point for anyone interested in the field of international negotiations.

See also: *International Negotiations: The Art of Persuasion* by Robert D. Munn, *Journal of International Law*, 1998, 26(1), 1-15.  
 See also: *The Art of Negotiation* by William Zurek, *Journal of International Law*, 1998, 26(1), 16-25.  
 See also: *The Art of Negotiation* by William Zurek, *Journal of International Law*, 1998, 26(1), 26-35.