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Negotiations: The Good, the Bad, and the Ugly

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Message from the Guest Editor

The overall aim of this Special Issue is to take stock and reflect on our current understanding of negotiations and to explore ways to improve that understanding. How authors propose to address this overall aim is left open to them. For example, articles that are critical reviews of literature or explorations via (interesting) examples are welcomed. To use a cliché, “out-of-the-box” thinking is encouraged. We are after creative ideas and suggestions, which, in turn, may inspire others to then follow up with further work. We also encourage authors to bring ideas from other disciplines into the debate or into the standard (economic) framework. An exploration into the interaction of emotions (or perhaps certain personality traits) and strategic (game-theoretic) behaviour on the outcome of negotiations would be interesting. The overall context of this Special Issue is motivated by the following considerations.



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Special Issue