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Bibliography


Bibliography


Diplomatic Negotiation


Bibliography


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Bibliography


Glossary
<table>
<thead>
<tr>
<th>Abbreviation</th>
<th>Description</th>
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<tbody>
<tr>
<td>ABM</td>
<td>Anti-Ballistic Missile</td>
</tr>
<tr>
<td>ASEAN</td>
<td>Association of South-East Asian Nations</td>
</tr>
<tr>
<td>AU</td>
<td>African Union</td>
</tr>
<tr>
<td>BATNA</td>
<td>Best Alternative to a Negotiated Agreement [or: to No Agreement]</td>
</tr>
<tr>
<td>BCE</td>
<td>Before the Common Era</td>
</tr>
<tr>
<td>BRICS</td>
<td>Brazil, Russia, India, China and South Africa</td>
</tr>
<tr>
<td>CE</td>
<td>Common Era</td>
</tr>
<tr>
<td>CFSP</td>
<td>Common Foreign and Security Policy</td>
</tr>
<tr>
<td>CI</td>
<td>Challenge Inspections</td>
</tr>
<tr>
<td>COREPER</td>
<td><em>Conseil des Représentants Permanents</em> [Council of Permanent Representatives]</td>
</tr>
<tr>
<td>CSCE</td>
<td>Conference on Security and Cooperation in Europe</td>
</tr>
<tr>
<td>CSDP</td>
<td>Common Security and Defence Policy</td>
</tr>
<tr>
<td>CT</td>
<td>Control Team</td>
</tr>
<tr>
<td>CTBT</td>
<td>Comprehensive Nuclear Test-Ban Treaty</td>
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<tr>
<td>CTBTO</td>
<td>Comprehensive Nuclear Test-Ban Treaty Organization</td>
</tr>
<tr>
<td>CWC</td>
<td>Chemical Weapons Convention</td>
</tr>
<tr>
<td>DRP</td>
<td>Diplomatic Role Play</td>
</tr>
<tr>
<td>EEAS</td>
<td>European External Action Service</td>
</tr>
<tr>
<td>EIPA</td>
<td>European Institute of Public Administration</td>
</tr>
<tr>
<td>EMU</td>
<td>European Monetary Union</td>
</tr>
<tr>
<td>EU</td>
<td>European Union</td>
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<tr>
<td>GATT</td>
<td>General Agreement on Tariffs and Trade</td>
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<tr>
<td>HCNM</td>
<td>High Commissioner on National Minorities</td>
</tr>
<tr>
<td>IAEA</td>
<td>International Atomic Energy Agency</td>
</tr>
<tr>
<td>ICC</td>
<td>International Criminal Court</td>
</tr>
<tr>
<td>IFE</td>
<td>Integrative Field Exercise</td>
</tr>
<tr>
<td>IGC</td>
<td>Intergovernmental Conference</td>
</tr>
<tr>
<td>IGO</td>
<td>Intergovernmental Organization</td>
</tr>
<tr>
<td>IIASA</td>
<td>International Institute for Applied Systems Analysis</td>
</tr>
<tr>
<td>IMF</td>
<td>International Monetary Fund</td>
</tr>
<tr>
<td>ISP</td>
<td>Inspected State Party</td>
</tr>
<tr>
<td>IT</td>
<td>Inspection Team</td>
</tr>
<tr>
<td>MAD</td>
<td>Mutual Assured Destruction</td>
</tr>
<tr>
<td>MBS</td>
<td>Mutual Beneficial Stalemate</td>
</tr>
<tr>
<td>MEO</td>
<td>Mutual Enticing Opportunity</td>
</tr>
<tr>
<td>MHS</td>
<td>Mutual Hurting Stalemate</td>
</tr>
<tr>
<td>NAFTA</td>
<td>North American Free-Trade Agreement</td>
</tr>
<tr>
<td>NATO</td>
<td>North Atlantic Treaty Organization</td>
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<tr>
<td>NGO</td>
<td>Non-governmental Organization</td>
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<tr>
<td>Acronym</td>
<td>Full Form</td>
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<tr>
<td>NNN</td>
<td>Netherlands Negotiation Network</td>
</tr>
<tr>
<td>OCPF</td>
<td>Other Chemical Production Facilities</td>
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<tr>
<td>OPCW</td>
<td>Organization for the Prohibition of Chemical Weapons</td>
</tr>
<tr>
<td>OSCE</td>
<td>Organization for Security and Cooperation in Europe</td>
</tr>
<tr>
<td>OSI</td>
<td>On-Site Inspection</td>
</tr>
<tr>
<td>PIN</td>
<td>Processes of International Negotiation (Program)</td>
</tr>
<tr>
<td>POE</td>
<td>Point of Entry</td>
</tr>
<tr>
<td>PON</td>
<td>[Harvard] Project on Negotiation</td>
</tr>
<tr>
<td>PPO</td>
<td>Painful Pressure from Outside</td>
</tr>
<tr>
<td>PRC</td>
<td>People’s Republic of China</td>
</tr>
<tr>
<td>PTS</td>
<td>Provisional Technical Secretariat</td>
</tr>
<tr>
<td>QMV</td>
<td>Qualified Majority Voting</td>
</tr>
<tr>
<td>RAS</td>
<td>Restricted Access Site</td>
</tr>
<tr>
<td>Relex</td>
<td>Relations Extérieures (External Relations)</td>
</tr>
<tr>
<td>SADC</td>
<td>South African Development Community</td>
</tr>
<tr>
<td>SCO</td>
<td>Shanghai Cooperation Organization</td>
</tr>
<tr>
<td>SDI</td>
<td>Strategic Defense Initiative</td>
</tr>
<tr>
<td>SIR</td>
<td>School of International Relations (of Iran)</td>
</tr>
<tr>
<td>TTE</td>
<td>Table-Top Exercise</td>
</tr>
<tr>
<td>UK</td>
<td>United Kingdom</td>
</tr>
<tr>
<td>UN</td>
<td>United Nations</td>
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<tr>
<td>UNDRO</td>
<td>United Nations Disaster Relief Organization</td>
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<tr>
<td>UNESCO</td>
<td>United Nations Educational, Scientific and Cultural Organization</td>
</tr>
<tr>
<td>UNSC</td>
<td>United Nations Security Council</td>
</tr>
<tr>
<td>US</td>
<td>United States</td>
</tr>
<tr>
<td>USSR</td>
<td>Union of Soviet Socialist Republics</td>
</tr>
<tr>
<td>WTO</td>
<td>World Trade Organization</td>
</tr>
<tr>
<td>ZOPA</td>
<td>Zone of Possible Agreement</td>
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</table>
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Curriculum Vitae
CURRICULUM VITAE

Paul Meerts was born on 5 September 1946 in The Hague, the Netherlands. From 1969 he studied Political Science and Constitutional Law at the University of Leiden, obtaining his MA in 1973. In 2001 the National University of Mongolia in Ulan Bator awarded him the title of Doctor Honoris Causa.

In 1974 Meerts worked on Dutch politics at the Documentation Centre of Dutch Political Parties of the University of Groningen and at the Political Science Department of Leiden University. From 1975 until 1978 he researched the social and political background of Dutch and Belgian parliamentarians at the Parliamentary Documentation Centre of the University of Leiden.

In 1978 the Netherlands Society for International Affairs appointed Meerts to organize and tutor its courses for training young Dutch diplomats, naval officers, military attachés and post-graduate students from universities, in alliance with the Netherlands Universities Foundation for International Cooperation. Meerts went on to specialize in simulation exercises.

When the Society merged into the Netherlands Institute of International Relations ‘Clingendael’, Meerts became Head of the Department of Training and Education (1983–1989) and subsequently Deputy-Director (1990–2006) and Adviser to the Director (2006–2011). After retirement, he stayed with the Institute as Senior Research Associate.

During the Clingendael era, Meerts specialized in international negotiation, training diplomats in one hundred countries around the world, was trainer of the European Diplomatic Programme since its inception, and was a visiting professor at the Economics University (Prague) and the UNESCO Institute for Water Education (Delft), as well as visiting lecturer at the University of Leiden.

Meerts became connected to the International Forum on Diplomatic Training in 1985 and to the Processes of International Negotiation (PIN) program in 1989. He has been a member of its Steering Committee since 1999, and in 2011 PIN became a program of the Clingendael Institute. Paul Meerts is a member of the International Advisory Board of the Journal of International Negotiation.

Meerts is currently a visiting professor (since 2006) at the College of Europe in Bruges and a lecturer at the Clingendael Institute and at universities, diplomatic/military academies and ministries of foreign affairs throughout Europe.