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# Glossary



## GLOSSARY

ABM	Anti-Ballistic Missile
ASEAN	Association of South-East Asian Nations
AU	African Union
BATNA	Best Alternative to a Negotiated Agreement [or: to No Agreement]
BCE	Before the Common Era
BRICS	Brazil, Russia, India, China and South Africa
CE	Common Era
CFSP	Common Foreign and Security Policy
CI	Challenge Inspections
COREPER	<i>Conseil des Représentants Permanents</i> [Council of Permanent Representatives]
CSCE	Conference on Security and Cooperation in Europe
CSDP	Common Security and Defence Policy
CT	Control Team
CTBT	Comprehensive Nuclear Test-Ban Treaty
CTBTO	Comprehensive Nuclear Test-Ban Treaty Organization
CWC	Chemical Weapons Convention
DRP	Diplomatic Role Play
EEAS	European External Action Service
EIPA	European Institute of Public Administration
EMU	European Monetary Union
EU	European Union
GATT	General Agreement on Tariffs and Trade
HCNM	High Commissioner on National Minorities
IAEA	International Atomic Energy Agency
ICC	International Criminal Court
IFE	Integrative Field Exercise
IGC	Intergovernmental Conference
IGO	Intergovernmental Organization
IIASA	International Institute for Applied Systems Analysis
IMF	International Monetary Fund
ISP	Inspected State Party
IT	Inspection Team
MAD	Mutual Assured Destruction
MBS	Mutual Beneficial Stalemate
MEO	Mutual Enticing Opportunity
MHS	Mutual Hurting Stalemate
NAFTA	North American Free-Trade Agreement
NATO	North Atlantic Treaty Organization
NGO	Non-governmental Organization

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NNN	Netherlands Negotiation Network
OCPF	Other Chemical Production Facilities
OPCW	Organization for the Prohibition of Chemical Weapons
OSCE	Organization for Security and Cooperation in Europe
OSI	On-Site Inspection
PIN	Processes of International Negotiation (Program)
POE	Point of Entry
PON	[Harvard] Project on Negotiation
PPO	Painful Pressure from Outside
PRC	People's Republic of China
PTS	Provisional Technical Secretariat
QMV	Qualified Majority Voting
RAS	Restricted Access Site
Relex	<i>Relations Extérieures</i> (External Relations)
SADC	South African Development Community
SCO	Shanghai Cooperation Organization
SDI	Strategic Defense Initiative
SIR	School of International Relations (of Iran)
TTE	Table-Top Exercise
UK	United Kingdom
UN	United Nations
UNDRO	United Nations Disaster Relief Organization
UNESCO	United Nations Educational, Scientific and Cultural Organization
UNSC	United Nations Security Council
US	United States
USSR	Union of Soviet Socialist Republics
WTO	World Trade Organization
ZOPA	Zone of Possible Agreement

# Acknowledgements





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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.

