Abstract

The purpose of this article is to present different techniques and conflict management models that can contribute to obtain win-win solutions and construct effective partnerships to be able to coordinate intergovernmental investment projects. Conflict is inevitable in the nature of mankind. We even have conflicts within ourselves. So we have to learn how to live with conflict. How can we adapt and adjust our processes so that they advance smoothly and produce positive results? There are different schools and styles of negotiation, in the present article we comment their implications, advantages, disadvantages and finally propose the use of the win-win model of Harvard University. We also give some additional recommendations about group negotiations, mediation and how to construct partnerships.

Keywords

conflict, negotiations, win-win, partnerships, schools of negotiation