With the end of the Cold War came a proliferation of actors partaking in disputes, be they at local, regional, national or international levels. This growing multiplicity of actors behind conflict and behind the negotiation process has not only made negotiation practice more demanding, but also leads to a need for further development in negotiation theory. This book takes a step closer to the reality of international conflicts by adding a special focus on the relation(s) between state and non-state actors. Today’s world has gone beyond state-to-state negotiations and conflicts. While these traditional forms of engagement still exist, the more rapid developments have occurred at the boundary of social and political conflicts. The State’s strict jurisdiction over diplomacy as a tool for conflict resolution is being increasingly challenged by economic actors and civil society actors. This new overlapping of convergent and divergent interests between these multiple actors is the focus of the book.

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