



Instructions for Authors

Scope

International Negotiation: A Journal of Theory and Practice (INER) examines negotiation from many perspectives, to explore its theoretical foundations and to promote its practical application. It addresses the processes of negotiation relating to political, security, environmental, ethnic, economic, business, legal, scientific and cultural issues and conflicts among nations, international and regional organizations, multinational corporations and other non-state parties. Conceptually, the *Journal* confronts the difficult task of developing interdisciplinary theories and models of the negotiation process and its desired outcome. Analytically, it publishes a broad selection of original research articles, traditional historical and case studies, and significant contributions to the expanding body of knowledge in the field. In general terms, the *Journal's* practical aim is to identify, analyze and explain effective and efficient international negotiation and mediation processes that result in long-lasting, flexible and implementable solutions. The Editors feel that these questions may be more effectively addressed by devoting entire issues of the *Journal* to the study of a particular problem. Each issue offers a coherent, integrated perspective on a specific subject, for example, justice and international negotiation, generating creative negotiations, negotiating un-negotiable issues, failed negotiations, and lessons from other levels of negotiation analysis.

Ethical and Legal Conditions

The publication of a manuscript in a peer-reviewed work is expected to follow standards of ethical behavior for all parties involved in the act of publishing: authors, editors, and reviewers. Authors, editors, and reviewers should thoroughly acquaint themselves with Brill's publication ethics, which may be downloaded here: brill.com/page/ethics/publication-ethics-cope-compliance.

Online Submission

INER uses online submission only. Authors should submit their manuscript online via the Editorial Manager (EM) online submission system at: editorialmanager.com/iner.

First-time users of EM need to register first. Go to the website and click on the "Register Now" link in the login menu. Enter the information requested.

When you register, select e-mail as your preferred method of contact. Upon successful registration, you will receive an e-mail message containing your Username and Password. If you should forget your Username and Password, click on the "Send Username/Password" link in the login section, and enter your first name, last name and email address exactly as you had entered it when you registered. Your access codes will then be e-mailed to you.



Instructions for Authors

Prior to submission, authors are encouraged to read the 'Instructions for Authors'. When submitting via the website, you will be guided stepwise through the creation and uploading of the various files. A revised document is uploaded the same way as the initial submission. The system automatically generates an electronic (PDF) proof, which is then used for reviewing purposes. All correspondence, including the editor's request for revision and final decision, is sent by e-mail.

Double-blind Peer Review

INER uses a double-blind peer review system, which means that manuscript author(s) do not know who the reviewers are, and that reviewers do not know the names of the author(s).

When you submit your article, you will be asked to submit a separate title page that includes the full title of the manuscript, the names and complete contact details of all authors, abstract, keywords, and acknowledgement texts. This page will not be accessible to the referees. All other files (manuscript, figures, tables, etc.) should not contain any information concerning author names, institutions, etc. The names of these files and the document properties should also be anonymized.

Contact Address

For any questions or problems relating to your manuscript, please contact the Editor-in-Chief, Dr. Bertram I. Spector, at: negotiation@negotiations.org. For questions about Editorial Manager, authors can also contact the Brill EM Support Department: em@brill.com.

Submission Requirements

Language

Manuscripts should be written in English, using American English spelling.

Format

If accepted for publication, an e-mail attachment of the manuscript in Microsoft Word format will be required.

Length

Articles should be no longer than 12,000 words including footnotes and bibliography.

Manuscript Structure

Manuscripts should be typed double-spaced with wide margins.



Instructions for Authors

The first page of the manuscript should contain the manuscript title, and the author's name, affiliation, mailing address, phone and fax numbers, and e-mail address.

A 3-4 sentence biographical sketch for the author is desirable.

It is the author's responsibility to verify all references, quotations, titles, names and dates for accuracy before submitting the manuscript.

Abstract and Keywords

The second page should include an abstract of no more than 150 words and 3-8 keywords.

Headings

Headings should follow the following format:

The First Order Heading

The text.

The Second Level Heading

The text.

The Third Level Heading

The text.

References, Citations and Footnotes

In text citations should follow the author-date format and, if necessary, include the page cited:

(Brown 1986), (Jones 1978a, 1978b), (Smith & Johnson 1983: 125).

Reference List

The reference list should be placed at the end of the article as shown below. All references given should be as complete as possible. Journal and book titles should be italicized.

When there is more than one reference by the same author, give the oldest reference first, followed by any others.

Journals

Putnam, Robert (1988). "Diplomacy and Domestic Politics: The Logic of Two-Level Games." *International Organization* 42, 1: 427-460.

International Negotiations

A Journal of Theory and Practice

brill.com/iner



BRILL

Instructions for Authors

For more than one author, use

Author, A. and B. Author (2021).

Author, A., B. Author and C. Author (2021).

Books

Raiffa, Howard (1982). *The Art and Science of Negotiation*. Cambridge, MA: Harvard University Press.

Articles within Edited Books

Sergeev, Victor M. (1991). "Metaphors for Understanding International Negotiation," in Victor Kremenyuk, editor, *International Negotiation: Analysis, Approaches, Issues*. San Francisco, CA: Jossey-Bass, Inc.

Footnotes

All footnotes should end with a full stop. Footnotes should be used to provide additional or tangential information, not to provide a citation exclusively.

When there is one footnote in a sentence, the footnote should follow all punctuation rules.

When there is more than one footnote, the footnotes should be placed after the idea, quote, article, etc, except for the last footnote, which should follow all punctuation rules.

Tables and Figures

Tables and figures should be numbered consecutively and provided as separate source files. All tables and figures should be cited in the text. All figures should be submitted as source files in .eps, .tif, or .jpg format, at a format suitable for the typesetting area of the journal which is 12 x 18 cm. The resolution of these files should be at least 300 dpi for half-tone figures, and 600 dpi for line drawings. The quality of the material provided should be suitable for printing in the correct size of the journal.

Publication

Proofs

Upon acceptance, a PDF of the article proofs will be sent to each author by e-mail to check carefully for factual and typographic errors. Authors are responsible for checking these proofs and are strongly urged to make use of the Comment & Markup toolbar to note their corrections directly on the proofs. At this stage in the production process only minor corrections are allowed. Alterations to the original manuscript at this stage will result in considerable delay in publication and, therefore, are not accepted unless charged to the author. Proofs should be returned within 7 days of receipt to the journal manager.



Instructions for Authors

E-offprints

A PDF file of the article will be supplied free of charge by the publisher to authors for personal use. Brill is a RoMEO yellow publisher. The Author retains the right to self-archive the submitted (pre-peer-review) version of the article at any time. The submitted version of an article is the author's version that has not been peer-reviewed, nor had any value added to it by Brill (such as formatting or copy editing). The Author retains the right to self-archive the accepted (peer-reviewed) version without any embargo period. The accepted version means the version which has been accepted for publication and contains all revisions made after peer reviewing and copy editing, but has not yet been typeset in the publisher's lay-out. The publisher's lay-out must not be used in any repository or on any website (brill.com/resources/authors/publishing-books-brill/self-archiving-rights).

Consent to Publish

Transfer of Copyright

By submitting a manuscript, the author agrees that the copyright for the article is transferred to the publisher if and when the article is accepted for publication. For that purpose the author needs to sign the **Consent to Publish** which will be sent with the first proofs of the manuscript.

Open Access

Should the author wish to publish the article in Open Access he/she can choose the Brill Open option. This allows for non-exclusive Open Access publication under a Creative Commons license in exchange for an Article Publication Charge (APC), upon signing a special Brill Open Consent to Publish Form. More information on Brill Open can be found on brill.com/brillopen.