



Negotiations with Asymmetrical Distribution of Power (Contributions to Economics)

Klaus Winkler

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Negotiations are of increasing importance in highly regulated sectors, particularly in the network industries such as telecommunications and transport. In general, negotiating partners in these markets are not equal with regard to their various sources and instruments of power. This analysis shows that negotiations are possible and can be efficient for all actors, even when power is distributed asymmetrically. In this respect Alternative Dispute Resolution (ADR) mechanisms are discussed as an alternative to conventional negotiations. Thus, this book is highly relevant for all those wanting to better understand the complex political processes and outcomes in regulated industries, but also for those bearing practical responsibility in regulatory and government affairs and wanting to improve their management performance.

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