

Review of: "PSYCHOLOGICAL win-win-win"

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As far as I - as a qualitative and not a quantitative publishist - understand this is a very interesting paper. I probably overlooked it, but I don't recognize the win-lose, or even lose-lose, component in the behaviour of the negotiator. In cases of 'egotiation' as we see it with Trump and Putin, there is not really a win-win, let alone a win-win-win negotiation to be observed. Furthermore, in most political cases of negotiation there is the problem of the constituency which is normally win-lose oriented, for example because of its interests or its values, like nationalism. More references to authors like Jef Rubin, Mauro Galluccio, Daniel Warner and William Zartman might enhance the value of the paper. I hope I have not been too critical.