

Annotation

Theme of graduate work:
National peculiarities of the negotiation process
in the scope of political relations
(on example of the Asia-Pacific region)

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Keywords: conflict, negotiation process, Asia-Pacific region, political conflict, political relations, national features, national traditions, process optimization.

Topicality of selected theme is confirmed by:

- The role of the region in political relations;
- The role of the negotiation process in the modern system of international relations;
- A necessity in the development.

Aim of graduate work is to identify national characteristics of the negotiation process of the Asia-Pacific region.

Problems, designated in graduate work:

- to determine the methodology of the negotiation process;
to define a definition of the negotiating process and identify problems of identification;
- compile national features in the context of optimization of the negotiation process in the political sphere;
- to consider the specifics of the negotiation process in the political sphere of the Asia-Pacific region;
- to conduct a comparative analysis of the main traditions of the Asia-Pacific region.

There are theoretical and practical values. Theoretical value is about the theoretical value of the research is to develop individual concepts of conflict resolution, such as the negotiation process. The suggestions may be used in preparing the lectures. The practical significance of the study is that some theses formulated in the paper can be used to form a strategy of negotiations with representatives of the Asia-Pacific region.

The ultimate outcome of research identified that the Asia - Pacific concentrated in itself as a superpower and the major developed and developing countries. Also, in the region represented all the major traditions. Negotiation process, which is one of the most productive methods of settling disputes, demands concerning special attention. The paper presents the main traditions of the negotiation process, which, in our opinion, constitute the basis of conduct prevailing in each country.

We recommend especially consider negotiating traditions before the negotiation process. This will optimize the relations between the countries within the region and in the international system as a whole, and will serve as warning measures for preventing new conflicts.