

INTERNATIONAL ASSOCIATION  
**IACM**  
FOR CONFLICT MANAGEMENT

**24<sup>th</sup> Annual IACM Conference**  
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**Abstract:**

The aim of this talk is to introduce a recent theory of inner conflict resolution termed Negotiation Self Theory (NST; Nir & Kluger, 2008; Nir, 2009; Nir, in press). NST suggests that whenever we face an inner conflict or need to make a decision our inner dialogue takes the form of a negotiation process. Just as in inter-personal negotiations, the negotiation within the self can either lead to an integrative win-win outcome, in which conflicting self aspects are equally considered and satisfied, or to a distributive win-lose outcome, in which dominating self aspect overpower weaker ones, leaving the needs of submissive voices lacking and unfulfilled. While a win-lose decision leaves a discrepancy within the self in the form of repressed and unmet needs, a win-win decision leaves no self aspects unsatisfied. Therefore, it is suggested that reaching win-win internal decisions not only fosters need fulfillment, satisfaction and well-being, but also increases one's chances of reaching a win-win solution in the external world. In my presentation I will offer an overview of theory, and review the research done so far to validate its premises, and to demonstrate its relation to post decision emotions, well-being and inter-personal negotiation styles. A special emphasis will be placed on the relationship between the way we negotiate internally and how we negotiate and resolve conflicts with others.

#3 *Types of peaceful nations*

Susan Nan (George Mason University, snan@gmu.edu), Daniel Druckman (George Mason U. and U. of Southern Queensland, ddruckma@gmu.edu), Joshua Fisher (independent consultant, joshua.slj30@gmail.com)

**Abstract:**

The many activities labeled 'peacebuilding' usually lack a clear articulation of the bigger picture peace towards which they work. What is the peace writ large to which efforts hope to add up? What are the characteristics of peaceful nations? While some have answered these questions in theory, this paper will explore these questions by looking at today's empirical realities. What types of peaceful nations exist in today's world? Examining the rankings in the Global Peace Index and identifying the most peaceful nations in each of nine regions of the world, this study classifies those most peaceful nations by their types of peace. The MDS model for reveals 3 distinct primary clusters of peaceful nations, and one unique country. The model also shows second-order clustering of the countries inside one of the primary clusters. Figure 1 shows the primary clusters, named according to the characteristics that distinguish the clustered countries from the other peaceful nations. These clusters are: the Established Democracies (upper right), the Emerging Nations (center), the Externally Peaceful countries (upper left), and Oman (bottom left). The second-order clustering occurs among the 9 countries of the established democracies cluster. There are 3 sub-clusters: the Western Democracies, the Regionally Distinct countries, and Singapore as a non-clustered country.

#4 *What is the influence of socio-moral climate on conflict management and innovation?*

Sarah Seyr Sarah (ETH Zurich, sseyr@ethz.ch), Albert Vollmer (ETH Zurich, avollmer@ethz.ch)

**Abstract:**