A BEHAVIORAL ANALYSIS OF
HUMANITARIAN NEGOTIATIONS

A research initiative in cooperation with the CCHN
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University of Hamburg, Hebrew University Jerusalem, Max Planck Institute for Research on Collective Goods

Objective
What can empower humanitarian negotiators to be even more helpful to those in need? Much is known about behaviour in situations where interests clash, but does it carry over to the specific task of humanitarian negotiators? We propose to test this experimentally using vignette studies, with the goal of supplementing training materials and ultimately informing the conduct of negotiations.

Motivation
Negotiators are no machines, nor are their counterparts. They process information in the standard human way, albeit with years of practical experience. Nevertheless, negotiators have more motives than their long-term interests, and react to inputs with intuitive shortcuts. Human judgment and decision-making has been extensively studied by psychology and experimental economics, but not with this specific, highly skilled and trained group in mind.

Timeline

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<td>December 2018</td>
<td>First presentation, Annual Meeting of CCHN</td>
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<td>January - November 2019</td>
<td>Research Design</td>
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<td>November/December 2019</td>
<td>Pre-testing</td>
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<td>February - October 2020</td>
<td>Data Collection*</td>
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*At the venues of The Centre of Competence on Humanitarian Negotiation’s Professional Pathway and Peer Discussion activities in 2020.

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Negotiating life and death.
Wenceslaus Hollar, 1651 (The Met)
Prof. Dr. iur. et lic. rer.pol. Anne van Aaken

is the Alexander von Humboldt Professor for Law and Economics, Legal Theory, Public International Law and European Law, University of Hamburg and a Director of the Institute of Law and Economics.
She was a Professor at the University of St. Gallen, Switzerland from 2006-2018. She was the Vice-President of the European Society of International Law, is a member of the EUI Research Council and a member of the editorial boards i.a. of the American Journal of International Law, European Journal of International Law, and International Theory.
She has consulted for the IBRD, OECD, UNCTAD, as well as GIZ. She currently works on behavioural economics/psychology of International Law.

Prof. Dr. Tomer Broude

is the Bessie Michael Greenblatt, Q.C., Chair in Public and International Law at the Hebrew University of Jerusalem, Faculty of Law and Department of International Relations, and Academic Director of the Minerva Center for Human Rights.
He specializes in public international law and international economic law, particularly international human rights, international trade and investment, dispute settlement, and cultural diversity, often with interdisciplinary approaches including international political economy and behavioral economics. He holds degrees from the Hebrew University of Jerusalem (B.A. and LLB) and the University of Toronto (JD).

Prof. Dr. Dr. h.c. Christoph Engel

is a Director of the Max Planck Institute for Research on Collective Goods at Bonn, Germany; Professor of Law at the University of Bonn and the Erasmus University Rotterdam; Member of the Advisory Council to the German Minister of Economics; Member of the Pontifical Academy of the Social Sciences; Member of the Academia Europaea.
A lawyer by training, Christoph Engel focuses on the behavioral foundations of law, mostly using experimental methods.

Katharina Luckner

is a PhD student at the Institute for Law and Economics, research group on international law and behavioral economics. Katharina is interested in applying experimental and computational methods to the law. She studies the interdependencies of laws and social norms through social simulations, and people’s behavioral idiosyncrasies through experiments.