

**Managing Negotiation Linkage Dynamics:  
A Temporal Model Applied to Bilateral Trade  
Negotiations between Australia, Singapore and the United States**

**for**

**The Group d'Economie Mondiale  
and Mercosur Chair of Sciences Po  
at Institut d'Etudes Politiques de Paris**

**by**

**Larry Crump  
Department of International Business  
Griffith University  
Brisbane, Australia**

**November 21 2005**

# **Study Overview**

- **Examine the relationship between time and negotiation process–outcome**
- **What role should time play in our understanding of negotiation process and outcome?**
- **Past, present and future as independent variables**
- **Negotiation process–outcome as dependent variables**

# **Linkage Theory and Time**

**Linkage theory can provide a structure for conceptualising  
the element of time within negotiation**

## **Negotiation Linkage Defined:**

**The way in which one negotiation influences or determines  
the process or outcome for another negotiation**

# **Linkage Theory and Negotiations: A Temporal View**

- **Present Linkages:**

  - Simultaneous: At the same time (on the same day)**

  - Concurrent: During the same time period**

- **Past Linkages:**

  - Consecutive-past: Preceding, before  
(from present to past)**

- **Future Linkages:**

  - Consecutive-future: Subsequent, after  
(from present to perceived future)**

# Case Study Methodology

**\*Number of Interviews**

|                                   | <u>Singapore</u> | <u>Australia</u> | <u>USA</u> | <u>Total</u> |
|-----------------------------------|------------------|------------------|------------|--------------|
| <b>Singapore-Australia: SAFTA</b> | <b>14</b>        | <b>15</b>        |            | <b>29</b>    |
| <b>USA-Singapore: USSFTA</b>      | <b>11</b>        |                  | <b>17</b>  | <b>28</b>    |
| <b>Australia-USA: AUSFTA</b>      |                  | <b>18</b>        | <b>17</b>  | <b>35</b>    |

**\*Canberra=33; Geneva=4; Singapore=25; Washington D.C.=24: 86 Total  
(including 23 trade policy specialists not directly involved in cases)**

# Negotiated Outcomes: Three Treaties

## SAFTA Treaty Chapters

- 1) Objectives & general def.
- 2) Trade in goods
- 3) Rules of origin
- 4) Customs procedures
- 5) Tech. reg. & SPS
- 6) Govt. procurement
- 7) Trade in services
- 8) Investment
- 9) Financial services
- 10) Telecom services
- 11) Movement of persons
- 12) Competition policy
- 13) Intellectual property
- 14) Electronic commerce
- 15) Education co-op
- 16) Dispute settlement
- 17) Final provisions

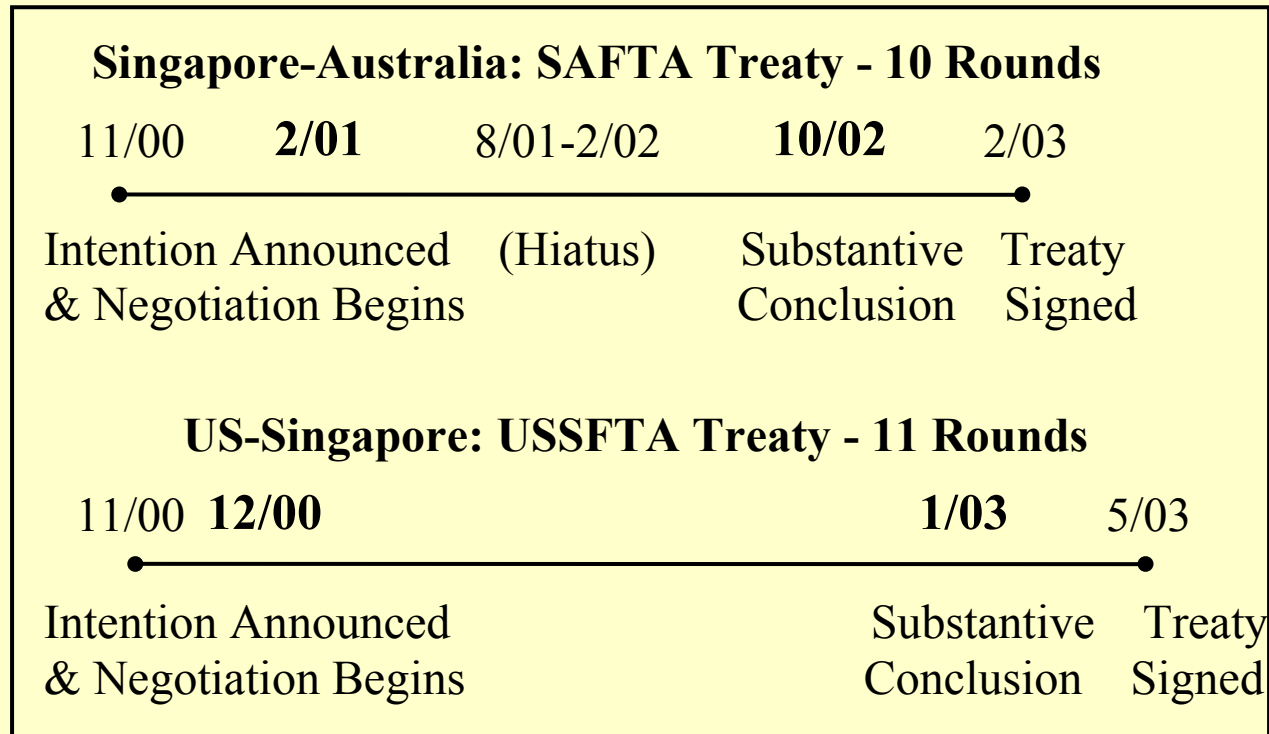
## USSFTA Treaty Chapters

- 1) FTA Establishment & def.
- 2) Access for goods
- 3) Rules of origin
- 4) Customs adm.
- 5) Textiles & apparel
- 6) Tech. barriers to trade
- 7) Safeguards
- 8) Trade in services
- 9) Telecom
- 10) Financial services
- 11) Entry of persons
- 12) Anti-comp & GLE
- 13) Govt. procurement
- 14) Electronic commerce
- 15) Investment
- 16) Intellectual property rights
- 17) Labor
- 18) Environment
- 19) Transparency
- 20) Dispute settlement
- 21) Final provisions

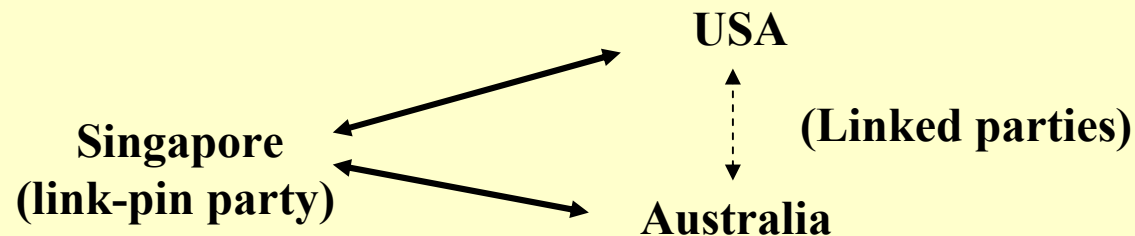
## AUSFTA Treaty Chapters

- 1) FTA Establishment & def.
- 2) Access for goods
- 3) Agriculture
- 4) Textiles & apparel
- 5) Rules of origin
- 6) Customs adm.
- 7) SPS measures
- 8) Tech. barriers to trade
- 9) Safeguards
- 10) Trade in services
- 11) Investment
- 12) Telecom
- 13) Financial services
- 14) Competition
- 15) Govt. procurement
- 16) Electronic commerce
- 17) Intellectual property rights
- 18) Labor
- 19) Environment
- 20) Transparency
- 21) Dispute settlement
- 22) Gen. prov. & exceptions
- 23) Final provisions

# Negotiation Process and Concurrent Linkage



**SAFTA and  
USSFTA  
Generally  
Linked  
Concurrently**



# Negotiation Process and Consecutive Linkage

## Singapore-Australia: SAFTA Treaty - 10 Rounds

11/00    **2/01**    8/01-2/02    **10/02**    2/03

●-----●  
 Intention Announced & Negotiation Begins (Hiatus) Substantive Conclusion Treaty Signed

## US-Singapore: USSFTA Treaty - 11 Rounds

11/00    **12/00**    1/03    5/03

●-----●  
 Intention Announced & Negotiation Begins Substantive Conclusion Treaty Signed

SAFTA  
 USSFTA → AUSFTA

**AUSFTA  
 Consecutively  
 Linked to  
 SAFTA and  
 USSFTA**

## Australia-US: AUSFTA Treaty - 6 Rounds

11/02    **3/03**    **2/04**    5/04

●-----●  
 Intention Announced & Negotiation Begins Substantive Conclusion Treaty Signed



# Other Relevant Events During Same Time Period

## WTO Negotiations

(Seattle 12/99, Doha 11/01, Cancun 9/03, HK 12/05)

### Australia

**Thailand**  
7/01-7/04

**Japan**  
5/02-7/03

**China**  
1/04-

**ASEAN -**  
**CER 10/99-**

### Singapore

**New Zealand 9/99-11/00**

**Japan 10/00-1/02**

**Mexico 7/00-**

**Canada 1/02-**

**EFTA 5/01-6/02**

**ASEAN - ongoing**

### US

**Jordan**  
3/99-10-00

**Chile**  
12/00-6/03

**Morocco**  
4/02-

**CAFTA**  
10/02-12/03

**FTAA 12/94-**

# **Case Study Data and Analysis: Concurrent Linkage**

**Behaviour of linked parties**

**Behaviour of link-pin party**

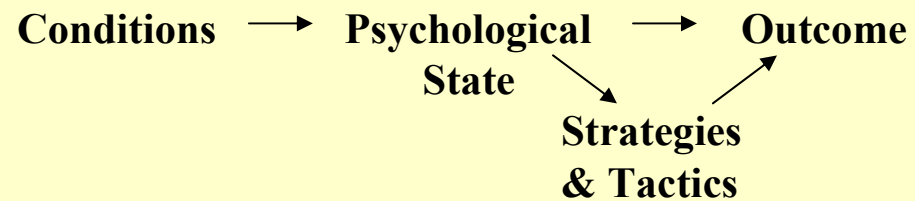
# **Case Study Data and Analysis: Consecutive Linkage**

**Consecutive-past linkage: Present to past**

**Consecutive-future linkage: Present to perceived future**

# The Negotiation Paradigm\*

**(Substantial  
Behavioural &  
Social Theory)**



**(No Theory)**

**Past**

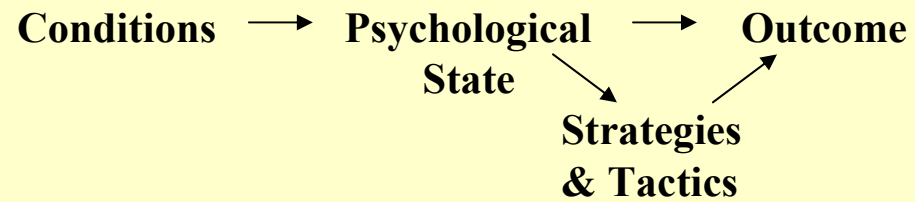
**Present**

**Future**

\* Dean G. Pruitt and Peter J. Carnevale. 1993. *Negotiation in Social Conflict*. Buckingham, UK: Open University Press (page 8).

# A Temporal Enhancement of the Negotiation Paradigm

**(Substantial  
Behavioural &  
Social Theory)**



**(Linkage  
Theory)**

**Past**

**Present**

**Future**

# Trade Policy Negotiation: Research Program

