



Associates of the Compassionate Mind Foundation

Italy

Mauro Galluccio, PhD is a political scientist specialized in International Politics and Political Psychology with a strong background on cognitive psychology and psychotherapy. He works as a political coordinator at the European Commission of the European Union.

He is actually coordinating a research project focusing on: "Cognitive Processes, Emotions, and Behaviors in International Negotiation." His topics of main interest include: cognition and emotion in International Negotiation and mediation following a multidisciplinary approach; affective and social science and its application to the field of negotiation; emotional tools awareness, emotional competence (through psychotherapeutic techniques) to be brought to negotiation and mediation social contexts; training for negotiators and mediators. He has been taking care from the point of view of political science, to transform operatively some cognitive psychotherapy principles in negotiation techniques to teach to negotiators and mediators.

His next book on "Psychological processes in International Negotiation" written together with a leading psychotherapist tries to identify psychological elements (in participants and in negotiators themselves) that have the greatest effect on negotiation outcomes, including group identity and groupthink, egocentrism,

emotional awareness and competence, and the various interpersonal and communication skills, as well as steps readers can take to improve their performance. Highlights of the coverage: Cognition and emotion in the context of negotiation; characteristics/traits of successful, proactive negotiators; cognitive views of war and international crisis; meta-communications and the working relationship; emotive keys to coping with stalemates; summaries of a 15-session cognitive/emotional training program for negotiators, and the proposed European Cognitive School of International Negotiation; "Practical guide" sections linking theoretical and practical material.

To contact him please write to: negotiation.cognition@yahoo.it

