

# International Organization

Peter F. Cowhey and Edward Long Interpreting the World's Auto Trade

Ernst B. Haas

Conflict Management since 1945

John A. Vasquez and Richard W. Mansbach
The Issue Cycle and Global Change

James K. Sebenius
Negotiation Arithmetic

Fred H. Lawson

Hegemony and International Trade

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#### **Abstracts**

## Testing theories of regime change: hegemonic decline or surplus capacity? by Peter F. Cowhey and Edward Long

Two theories explain changes in the international regimes for major economic sectors. A theory of hegemonic stability explains sectoral change as a consequence of ebbing hegemony; a theory of surplus capacity attributes regime shifts to a serious global problem with excess production capacity in the sector. The history of the world automobile industry shows that surplus capacity offers the better prediction and explanation for the timing of regime changes. However, a synthesis of the two theories is even more satisfactory. Hegemonic decline is a necessary but not sufficient condition for change. Surplus capacity, in the absence of a hegemon, creates the conditions necessary for change.

## Regime decay: conflict management and international organizations, 1945-1981

by Ernst B. Haas

This article updates earlier work by Haas, Butterworth, and Nye on conflict management by international organizations. In addition, it seeks to answer the question of whether one can fruitfully interpret conflict management as a case of regime growth and regime decay. For this purpose I develop indicators of regime coherence and regime effectiveness, and illustrate them by subjecting the management of disputes to time-series analysis. The discussion identifies when and under what global conditions the regime began to decay. Finally, I explain that decay in terms of four mutually supportive hypotheses. In this article I thus offer a statistical history of the conflict management functions of the United Nations and the major regional organizations, and use it to probe the limits of the utility of the regime literature.

#### The issue cycle: conceptualizing long-term global political change by John A. Vasquez and Richard W. Mansbach

A conceptual framework for the analysis of global political change is presented and illustrated with examples drawn from the Cold War. The most important issues on an agenda, the critical issues, go through identifiable stages: genesis, crisis, ritualization, dormancy, decision making, and authoritative allocation. The effects of the different

stages on behavior of international actors is examined in a preliminary fashion, and a theoretical rationale is offered. Each stage, treated in detail, relates to the others in terms of differences in behavior associated with each stage, the evolving of relationships among actors, and the resolution of issues. The concluding section elaborates the research implications.

# Negotiation arithmetic: adding and subtracting issues and parties by James K. Sebenius

Students of international negotiations often examine strategic interactions among a given set of parties dealing with a specified group of issues. The issues and parties themselves are often choice variables whose ultimate configuration can have decisive effects on a bargain's outcome. Using a variety of international cases, I investigate the properties of several classes of moves that are intended to alter the issues and parties of an original negotiation. A unified approach to the analysis of such situations suggests numerous distinct means by which the "addition" or "subtraction" of issues can yield one-sided gains to the use of power; can yield joint gains that create or enhance a zone of possible agreement; and can reduce or destroy a zone of possible agreement. The effects of adding or subtracting parties are similarly analyzed. However, unintended complexity, unforeseen interrelationships, organizational considerations, transactions costs, and informational requirements may alter the analysis of such moves.

### Hegemony and the structure of international trade reassessed: a view from Arabia

by Fred H. Lawson

Mercantilist explanations for the development of international trading orders have assumed that changes in peripheral areas during the 19th century corresponded with developments among the largest and most advanced countries of the period. Relatively free trade, however, was not the rule at three important ports along the Arabian coast when Great Britain was in a hegemonic position in the area. Rather, British predominance in this part of the world was generally associated with increasing closure in commercial affairs at these three ports. This finding throws doubt on both the collective goods logic and the notions of "the imperialism of free trade" that have been appropriated by writers such as Gilpin, Kindleberger, Krasner, and Keohane. Two alternative ways of explaining the pattern of trading relations at these three ports are sketched, and three ways of amending the mercantilist position to account for these data are suggested.