

Call for Papers

Journal of Strategic Contracting & Negotiation (JSCAN)

Dispute, Claim and Conflict Management

Special Issue & Paper Development Workshop

JSCAN Special Issue on Dispute, Claim and Conflict Management

The [International Association for Contract and Commercial Management](#) (IACCM) invites researchers and practitioners to submit papers for the Special Issue of the [Journal of Strategic Contracting and Negotiation \(JSCAN\)](#) on *Dispute, Claim and Conflict Management*.

No one fully knows when they are negotiating a contract what is going to go right and wrong. Yet, is it possible and practical to set up a structure that will not only allow for dispute resolution, but dispute prevention?

Negotiating skills are important both in the development of a contract and the resolution of disputes, but what and something is negotiated at the time of the formulation of the contract, when variations of the contract occur, and when parties negotiate during conflict resolution can have a profound impact on all parties involved. Research and insights about developing the right structure and process as part of a contract so that problems can be identified early, and disputes do not derail business and relationships is critical as commercial and other forms of relationships between organizations becomes more complex and risky due to the escalating geopolitical shifts, and the ecological, economic and social challenges being faced due to human and natural disasters and challenges. Mainstream research and theory in negotiations (drawing primarily on law and economics, along with psychology), has advanced our understanding of both areas of conflict resolution and prevention; but these complex global contexts require more holistic, evidence-based understandings.

This Special Issue aims to bring together research that identifies the commercial and/or strategic interests that drive the choices behind the dispute resolution mechanism, depending on criteria such as industry, type of contract, and relationship. This includes topics such as criteria and considerations that go into making the choice between arbitration and litigation and whether negotiation and mediation should be contractual or not, and when and how it has the greatest impact on outcome. The Special Issue will feature real life case studies, explore possible models, and identify critical items to consider in negotiating a dispute resolution mechanism. The latter particularly includes discussion about the essentials of Alternative Dispute Resolution clauses, along with options to further enhance the streamlining of dispute resolution.

Research Areas/Topics of Interest

Topics and subjects to be discussed include (but are not limited to) the following:

- Alternative dispute resolution methods such as negotiation and mediation can be beneficial for the contracting process, most notably after the contract conclusion (the post-award phase). We are looking

for submission that will address those benefits and what considerations companies should consider when choosing or design their models of dispute resolution mechanisms. The latter includes the drafting of the dispute resolution clauses, as well as the management thereof if triggered.

- Early claim and dispute identification and prevention are of particular importance for businesses, as it allows them to preserve the relationship and avoid lengthy and costly processes of formal dispute resolution. We are inviting authors to submit work that explores methods of early claim identification and prevention, especially case studies from different industries, where companies have implemented various models of claim prevention. An interesting approach is to consider to what extent those methods are industry or culturally specific and to what extent they can be carried out and implemented in other sectors.
- The pool of available neutrals – e.g., mediators and arbitrators – does not feature an equal representation of gender, race, and ethnicities. We are, therefore, looking for papers that would address methods to increase diversity and inclusion among neutrals in these dispute resolution methods.
- Impact and role of technology in dispute prevention and resolution. With the COVID-19 pandemic, there is an increased interest in the impacts of technology on dispute resolution methods and processes. Such interest also includes the use of the existing and deployment of new technologies in this field. We are looking for submissions exploring the benefits and challenges in this respect, with a particular focus on ethical considerations in choosing the appropriate technology and its employment.
- Micro and meso level studies, for example, the role of bias and heuristics on the dispute process, gender and diversity as well as other individual and group level phenomena including power between negotiating parties.
- Procedural issues and the insufficiencies of the legal and regulatory framework that impact the effective resolution of disputes, with a particular focus on those that can be addressed or more thoroughly considered and prevented at the stage of contract drafting.

These topics are not mutually exclusive and not exhaustive so if you have an idea feel free to contact Dr Patricia Živković at patricia.zivkovic@abdn.ac.uk if you have more questions.

Guide for Authors

This special issue is designed to be developmental, as such the process is a little different.

Abstract Submission: Interested authors should submit an abstract (300-500 words) by June 30th, 2020. The abstract should identify the topic and should identify law/jurisdiction(s)/rules that will be analysed. A selection of 15-20 abstracts will be shortlisted and authors will be notified. However, suitable papers that do not make the special issues will be referred to the editors in chief for consideration in the regular issues of the journal.

Selection Criteria: The Special Edition Editor – Dr Patricia Živković, Lecturer in Law - and her team, will review all abstract submissions. The review process will consider not only the topic/areas of coverage but will consider the topic in conjunction with other submissions to ensure that there is no overlap and that the key topics intended for the Special Issue are covered and the required rigor of the journal is followed.

Decisions: The Editor will notify the authors of acceptance by June 30th, 2020. IACCM, JSCAN, and Sage will organize an online paper-development workshop for mid-July for shortlisted papers.

Delivery Timeframe: The editors have set a tentative submission date of October 30th, 2020. However, the due date is tentative at this time as a result of Covid-19. Once authors and reviewers are onboard, the journal will work to accommodate the author/reviewers needs, within reason.

Interested authors must adhere to the [JSCAN's submission guidelines](#). All submitted papers will be reviewed on a double-blind, peer review basis. The papers are expected to be of 6,000 to 8,000 words (including footnotes and bibliography).

Authors of accepted papers will qualify for the JCAN Best Paper Award. The [JSCAN Best Paper Award](#) is awarded to the author of an outstanding paper published in the journal each year. **Recipient of the award will receive a £2,000 award!**

Important Dates

Abstract submission: **June 15th**

Notification of acceptance: **June 30th**

Final paper submission: **October 30th**

About JSCAN

The official journal of the IACCM, JSCAN is an international peer-reviewed journal for research and theory about practices that challenge the status quo in strategic contracting and negotiations, and the commercial implementation of business strategy or policy. This journal is a member of the Committee on Publication Ethics (COPE) and has recently been added to the prestigious Chartered Association of Business Schools list of quality journals in addition to other quality lists (for example The Norwegian Register For Scientific Journals).

JSCAN also addresses the impact of contracting and negotiation on trust and ethics in business and broader issues of strategic relationships between business/government/third sector and other organizational relationships. Contracting and negotiation have become core to organizational and inter-organizational relationships, irrespective of sector or industry, and of national or international boundaries.

As a cross-disciplinary endeavour drawing on the social sciences, JSCAN aims to lead the wave of change concerning theory, research and the practice of strategic contracting and negotiation

Contact Information

For any enquiries regarding the programme, please contact: njevremovic@iaccm.com and patricia.zivkovic@abdn.ac.uk.

We look forward to receiving your submissions!

Sincerely,
IACCM Team