

中共談判行為型態之研究－以兩岸談判為例

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摘要

兩岸的衝突主要源自於歷史的遺留。自雙方不能再以使用軍事力量解決衝突，乃採和平談判手段。事實上，是由中共方面先提出，然後台灣才被迫上談判桌上。

每個國家具有不同的談判特徵，例如議訂有利的議程，使用壓力的戰略與戰術。這些特徵之形成是國家的歷史、意識形態、政治制度以及文化。本論文主要探討中共談判行為，試圖找出在國共談判、美中（共）談判，以及兩岸談判是否有相同的行為。

關鍵字：談判、零和、戰略、戰術、共生、掠奪

PRC Negotiating Behaviors among Cross-Strait

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Abstract

Cross-strait conflict derived from past historic heritage. Since both sides could not use military forces to solve the confrontation, they adopt peaceful means. As matter of fact, PRC addressed negotiation first, and then ROC was forced to go the table.

Each nation possess distinctive traits in its negotiating technique — for example the preferred setting, the pressure tactics and strategy. These characteristics are shaped by the country' s history, ideology political institutions and culture. This paper mainly probe into PRC negotiating behaviors. We intend to find, if there are a lot same negotiating behaviors among Kuomintang-Communist, PRC-the United States and Cross-strait.

Keywords : negotiation 、 bargaining 、 strategy 、 tactics 、 symbiosis 、 predation