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## When the Weak Bargain with the Strong: Negotiations in the World Trade Organization



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When a developing country negotiates with a large developed country it generally faces the problem of unequal bargaining power in the context of trade negotiations, forming coalitions is one natural response to this. However, even in multilateral contexts, bargaining power still operate to advantage the large developed state and developing states do not always gain strength from this. The Uruguay Round, especially the negotiations over intellectual property rights, suggests that developing countries have

about group life rather than focusing on the institutional reform of the World Trade Organization. Informal and for advantages and disadvantages. A more formal structure along the lines proposed in this article would help develop weaknesses of informal groups, especially the two-track dilemma. Developing countries need groups that encourage themselves, especially in the hard bargaining stages of a trade round. Better communication among developing countries calculative trust more robust and allows for the possibility of forming some level of social identity trust.



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