

Negotiation In Navigating Uncertain Legal Environments

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Abstract

Currently, we are immersed in a context of unprecedented legal uncertainty. From the point of view of legal systems, we are approaching a proliferation of regulatory frameworks in which sustainability and digital transformation are established as fundamental goals. However, it is often forgotten that conflict is inherent to both human relations and the functioning of corporate companies. In this scenario, the use of legal tools such as negotiation becomes essential—not only as an alternative dispute resolution mechanism, but also to strengthen the relationship between parties. This should, in fact, constitute the underlying purpose of any regulatory framework that, in the realm of sustainability, seeks to ensure compliance with legal obligations. Consequently, there is a pressing need to adapt existing negotiation methodologies to the demands of these complex legal environments, identifying the key variables upon which efforts should be concentrated. In this respect, interpersonal competencies emerge as a critical dimension for the effective implementation of legal norms and the achievement of regulatory goals.

Keywords: negotiation; sustainability; competencies; digitalization; methodology