

THE ROLE OF CONCEPTUAL MAPS IN THE ANALYSIS OF EUROPEAN NEGOTIATIONS

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Abstract: *The importance of decision-making has increased significantly in recent years in several specialty areas. The psychological approach of this process provides anchors to the understanding and explanation of its complexity and within other disciplines as well, especially in international relations theory. The present article approaches the conceptual maps, as important predictive elements which can be used by the analysts in the international relations. It give as examples three maps elaborated on a study case from European negotiations, namely Romania's accession negotiations.*

Keywords: *cognitive approach, decision-making, idiosyncrasies, accession negotiations*

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