

MODULE SPECIFICATION

Name of Module		Processes of International Negotiation					
Parent School/Dept		Political Science and International Relations					
Programme(s) where module is offered		BA in Political Science and International Relations (minor in diplomacy)					
Status (core, option, free choice)		Option		Pre-Requisite Modules or Qualifications		Diplomacy in Theory and Practice	
FHEQ Level		Unit Value	8 ECTS	Module Code		Module coordinator	Adnan Huskic
Term taught		Autumn		Applicable From		2016	

Educational Aims of the Module

This course will examine some of the contemporary and conceptual issues relating to the analysis of negotiation processes and their contribution to international dynamics of conflict and cooperation. It will identify the nature, functions and core elements of the concept of negotiation, the inherent power dynamics (symmetry, asymmetry) and the role and influence of culture. By focusing on negotiation theory and reality, the course aims to provide students with conceptual tools to help analyze empirical case studies relating to the negotiation of peace agreements, the end of ethnic conflicts, the promotion of multilateral trade agreements and the establishment of global environmental regimes. Culture will also be examined as an important part of the module.

Module Outline/Syllabus

- Introduction to international negotiations
- Negotiation in the international context
- Negotiation as a high-stake game
- Structuring negotiations
- Negotiation characteristics
- Sovereign states as negotiators
- Transnational actors
- Other players in negotiations
- The traditional issue framework
- Two-level negotiations
- Modelling and weighing strategic choices
- Analyzing real world cases
- Balancing force and diplomacy

Student Engagement Hours

Type	Number per Term	Duration	Total Time
Lectures	64	90 minutes	96 hours
Tutorials	32	90 minutes	48 hours
Total Guided/Independent Learning Hours			120
Total Contact Hours			90
Total Engagement Hours			200

Assessment Method Summary

Type	Number Required	Duration / Length	Weighting	Timing/Submission Deadline
Final Exam	1	3 hours	50%	End of semester
Mid-semester test	1	2 hours	20%	Week 8
Presentation	1	1 hour	10%	Week 5
Term paper	1	10.000 wrd	20%	Week 14

Module Outcomes

<p><u>Intended Learning Outcomes:</u></p> <p>At the end of the Course, students should be able to:</p> <ol style="list-style-type: none"> 1. Show in-depth understanding of the concept of international negotiations. 2. Demonstrate a firm grasp of negotiation theory. 3. Analyse empirical case-studies. 4. Show critical understanding the role individual cultures play in negotiations. 	→	<p><u>Teaching and Learning Strategy:</u></p> <ol style="list-style-type: none"> 1. Course readings and class discussions. (ILO: 1-4) 2. In-class exercises, simulation games, student presentations (ILO: 1-4) 3. In class exercises and homework. (ILO: 1-4) 4. Lectures/presentations, case-studies(ILO: 1-4)
	→	<p><u>Assessment Strategy</u></p> <ol style="list-style-type: none"> 1. Course work –mid-term exam (20%), research paper (20%) and in-class presentations (10%) (ILO: 1-4) 2. Final Exam – 50% (ILO: 1-4)
<p><u>Practical Skills</u></p> <ol style="list-style-type: none"> 1. Interpretation of various international agreements 2. Public speaking 3. Learn advanced negotiation skills and techniques 	→	<p><u>Teaching and Learning Strategy:</u></p> <ol style="list-style-type: none"> 1. Practical with tutor-lead support (PS: 1-3) 2. Individual project assignment (PS: 2) 3. In-class exercises (PS: 1-3)
	→	<p><u>Assessment Strategy</u></p> <ol style="list-style-type: none"> 1. Written Exam (PS: 1,3) 2. Individual Project (PS: 2-3) 3. Research paper (PS: 1)
<p><u>Transferable Skills</u></p> <ol style="list-style-type: none"> 1. Understand and interpret peace and trade agreements using basic terms. 2. Interpret advanced texts in the field of negotiation process analysis. 3. carry out public speaking, with a clarity of oral argument and presentation 4. Engage in clear and effective written arguments and presentations. 5. Use advanced negotiation techniques and interpret different standpoints. 	→	<p><u>Teaching and Learning Strategy:</u></p> <ol style="list-style-type: none"> 1. Course readings and class discussions. (TS: 1, 2, 3, 5) 2. Lectures and in-class exercises (TS: 1, 2, 3, 5) 3. In-class presentations, public speaking exercises and simulation games. (TS: 1, 2, 4, 5) 4. Research papers, exercises on diplomatic correspondence, student presentations. (TS: 1, 2, 3, 5) 5. Model exercises. (TS: 1- 5)
	→	<p><u>Assessment Strategy</u></p> <ol style="list-style-type: none"> 1. Course work –mid-term exam (20%), research paper (20%) and in-class presentations (10%). (TS: 1-5) 2. Final Exam – 50% (TS: 1-5)

Key Texts and/or other learning materials

Starkey, B., Boyer, M.A., Wilkenfeld, J. (2010). International Negotiation in a Complex World. Rowman & Littlefield Publishers, 3rd edition.

Additional readings:

Avruch and Black. (1993). *Conflict resolution in intercultural settings: Problems and prospects*. In Conflict Resolution Theory and Practice: Integration and Application, Sandole and van der Merwe, eds., Manchester, England:

Manchester University Press.

Brett. (2001). Negotiating Globally: How to Negotiate Deals, Resolve Disputes, and Make Decisions Across Cultural Boundaries, San Francisco, CA: Jossey-Bass.

Fisher, R., Ury, W.L., & Patton, B. (1991). Getting to Yes: Negotiating Agreement Without Giving In. 2nd Edition. New York: Penguin Books.

Lax, David A. and James K. Sebenius (2006). 3D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals. Boston: Harvard Business School Press.

Lewicki, R.J., Barry, B. and Saunders, D.M. (2010). Negotiation. New York: McGraw-Hill

Kremenyuk, V. (2002). International Negotiation: Analysis, Approaches, Issues. Jossey-Bass, 2nd edition.

Watkins, M., Rosegrant, S. (2001). Breakthrough International Negotiation: How Great Negotiators Transformed the World's Toughest Post-Cold War Conflicts. Jossey-Bass, 1st edition.

Other sources:

Beyond Intractability. Org's website. They have good explanations of **key terms, concepts and elements** in the study of international negotiation at <http://www.beyondintractability.org/essay/negotiation/?nid=1273>

Please note: This specification provides a concise summary of the main features of the module and the learning outcomes that a typical student might reasonably be expected to achieve and demonstrate if he/she takes full advantage of the learning opportunities that are provided. More detailed information on the learning outcomes, content and teaching, learning and assessment methods of each module and programme can be found in the departmental or programme handbook. The accuracy of the information contained in this document is reviewed annually by the University of Buckingham and may be checked by the Quality Assurance Agency.

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