



Department of International Relations and Political Science  
Departamento de Relaciones Internacionales y Ciencia Política

Updated 11 October 2018

## INTERNATIONAL NEGOTIATION (*Negociación Internacional*)

Clave: LRI 4041 · Secc. 2

Spring 2018 · TTH 17:30-18:45 · NE-109

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### Course Syllabus (Guía de Estudio del Profesor)

#### COURSE DESCRIPTION

The course introduces students to field of international negotiation and explores the role of culture in negotiating across borders. Topics covered include theory, practice and strategies of negotiation, the impact of technology in a global political economy, and the changing nature of diplomacy from ancient times to the early 21<sup>st</sup> century. Students will also explore in depth the negotiating styles of the USA, France, and China , and participate in role-play simulation exercise of a multilateral negotiation.

#### STUDENT LEARNING OBJECTIVES

By the end of the course, the student will be able to:

- Understand the theoretical foundations, and apply strategies and tactics of international negotiation;
- Analyze and evaluate the qualities necessary for a good international negotiator; and
- Analyze and evaluate the role and impact of cultural variable in international negotiations

#### COURSE MATERIALS

The main course readings will draw from the following books:

- *Diplomacy in a Globalizing World: Theories and Practices*, 2<sup>nd</sup> edition, by Pauline Kerr and Geoffrey Wiseman (New York: Oxford University Press, 2018; ISBN: 978-0-19-064798-8).
- *Global Diplomacy: Theories, Types, and Models*, edited by Alison R. Holmes (Boulder, CO: Westview Press, 2016; ISBN: 978-0-8133-4552-9).
- *American Negotiating Behavior: Wheeler-Dealers, Legal Eagles, Bullies, and Preachers*, by Richard H. Solomon and Nigel Quinney (Washington, DC: United States Institute of Peace Press, 2010; ISBN: 978-1601270474).
- *French Negotiating Behavior: Dealing with La Grande Nation*, by Charles Cogan (Washington, DC: United States Institute of Peace Press, 2003; ISBN: 978-1-929223-52-8)

Additional readings will come from web sites and academic journal articles. The materials will be posted on the course SharePoint site and emailed to the class as links and PDF files.

#### EVALUATION CRITERIA

The course evaluation scheme is based on the following 100-point scheme:

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|-----------------------------|-----------|
| A. Review Essay             | 30 points |
| B. Simulation/Group Project |           |
| a. Simulation               | 20 points |
| b. Reflective Journal       | 20 points |
| C. Final Exam               | 30 points |

### Attendance and Participation

Regular attendance is expected, and students are encouraged to participate actively in class discussion with informed commentary and relevant questions. Students are expected to stay abreast of current issues in global affairs as they will form an integral part of class discussion., especially issues relevant to the study of international negotiation.

### **COURSE ASSIGNMENTS:**

#### A. Partial Exam #1: Review Essay (30 points)

Students will complete a brief review essay of the readings for any one week of the course. The paper should be approximately 1200-1500 words in length, or approximately 4-5 pages (1.5 or double-spaced), and must follow a specific format. The first half should be a brief but thorough summary: a straightforward restatement of the main issue(s), in your own words, using a few brief quotes if needed. The second half is your own analysis/commentary/opinion: what is the significance of the issue covered in the book section? What are its implications? Do you find any argument(s) or evidence presented compelling? Agree or disagree? Why or why not? In other words, what are own thoughts about the issue(s) you describe in the summary section?

The Review Essay will be due Thursday, September 13.

#### B. Group Project: Multilateral Negotiation Simulation Exercise (40 points)

The class will participate in a group project in the form of a role-play simulation of a complex, multi-issue, multi-party negotiation that requires considerable problem-solving for the negotiators to arrive at agreement. Tried, tested, and true, role-play simulations put participants squarely in the action, allowing them to experience hypothetical scenarios and test-drive resolution techniques and strategies. To prepare for the simulation, the class will first examine aspects of negotiation and dispute resolution, and based on the topic, students will form teams to represent different interests across national boundaries.

The Role-Play Simulation will take place during weeks 11 and 12 of the semester: October 23, 25, 30, and November 1 (please note the dates are changed from original syllabus. The project will be assessed based on student participation in the simulation (20 points) and a reflective essay submitted after the simulation (20 points)

#### D. Final Exam (30 points)

A final exam will assess core concepts covered in the class in the form of two short essays. Further details will be provided in class.

### **CLASS POLICIES**

Students are reminded that it is very important maintain academic ethical standards and respect all opinions and points of view of their fellow students. Plagiarism is strictly prohibited. Depending on the type of plagiarism, the sanction be from a grade of zero on an assignment to temporary expulsion from studies. All internal UDLAP rules and regulations must be observed. It is worth stressing the following norms of classroom behavior: do not arrive late to class or leave early after it starts; do not consume food in the classroom; and do not use cellular/mobile phones nor laptop computers or tablets without prior authorization from the instructor. It is prohibited to record any portion of the class by audiovisual or sound without prior approval by the instructor. It is also prohibited to make public any class information without the expressed consent of the instruction or other class participants.

## Schedule and Reading List

(please note: the schedule may be adjusted as needed)

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### WEEK 1                    **INTRODUCTION TO INTERNATIONAL NEGOTIATION**

#### Readings:

- “Cross-Cultural Communication Skills for International Business Executives,” Special Report #5, Program on Negotiation, Harvard Law School, 2012.

Aug 14 Welcome to the Course

Aug 16 Overview of Syllabus, Assignments, Schedule  
Cross-Cultural Communication Skills for International Negotiation

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### WEEK 2                    **CONCEPTS AND THEORIES OF DIPLOMACY AND INTERNATIONAL NEGOTIATION**

#### Readings:

- “Diplomacy Through the Ages,” by Raymond Cohen, chapter 1 in *Diplomacy in a Globalizing World: Theories and Practices*, 2<sup>nd</sup> edition (Oxford University Press, 2018).
- “Diplomacy in International Relations Theory and Other Disciplinary Perspectives,” by Paul Sharp, chapter 3 in *Diplomacy in a Globalizing World*.
- “Diplomatic Practice,” by J. Simon Rofo, chapter 1 in *Global Diplomacy: Theories, Types, and Models*, edited by Alison R. Holmes (Westview Press, 2016).

Aug 21 Understanding Diplomacy and International Negotiation: Core Concepts and Theoretical Perspectives

Aug 23 The Art and Practice of Diplomacy

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### WEEK 3                    **THE POLITICS OF NEGOTIATING ACROSS BORDERS**

#### Readings:

- “Diplomacy as Negotiation and Mediation,” by I. William Zartman, chapter 6 in *Diplomacy in a Globalizing World*.
- “The Classic Story of Diplomacy,” by J. Simon Rofo, chapter 2 in *Global Diplomacy*.

Aug 28 Mediation of International Conflict

Aug 30 Classic Theories of Diplomacy

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### WEEK 4                    **“NEW” DIPLOMACY, NEW TECHNOLOGIES**

#### Readings:

- “A Different Kind of ‘New’ Diplomacy,” by Alison Holmes, chapter 3 in *Global Diplomacy*.
- “The Impact of the Internet on Diplomacy,” by Jovan Kurbalija, chapter 6 in *Diplomacy in a Globalizing World*.
- Additional reading TBA

Sept 4 “New” Diplomacy

Sept 6 Technology and International Negotiation

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### WEEK 5                    **BILATERAL AND MULTILATERAL NEGOTIATION, THE UNITED NATIONS**

#### Readings:

- “Bilateral and Multilateral Diplomatic Practices,” by Vincent Pouliot and Jérémie Cornut, chapter 10 in *Diplomacy in a Globalizing World*.
- “The United Nations,” by Geoffrey Wiseman and Soumita Basu, chapter 18 in *Diplomacy in a Globalizing World*.
- “The United Nations and Sovereignty in the Age of Trump,” by Thomas G. Weiss, *Current History* (January 2018).

Sept 11 Bilateral versus Multilateral Negotiation

Sept 13 The United Nations as a Forum for International Negotiation

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**WEEK 6            *THE NEW GLOBAL ECONOMY***

*Readings:*

- “Trade, Diplomacy, and the Evolving Global Economy,” by Geoffrey Allen Pigman, chapter 5 in *Global Diplomacy*.
- “Economic Diplomacy,” by Stephen Woolcock, chapter 12 in *Diplomacy in a Globalizing World*.
- “Trade and Development Policies in Colombia,” by Carlos E Juárez, *Studies in Comparative International Development*
- “San Diego, California USA and Tijuana, Mexico: Cooperation and Democracy on the U.S.-Mexico Border.”

Sept 18 The New International Political Economy

Sept 20 Economic and Trade Diplomacy

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**WEEK 7            *CULTURE AND NEGOTIATION***

*Readings:*

- World Values Survey: [www.worldvaluessurvey.org](http://www.worldvaluessurvey.org)
- “Culture and Conflict,” by M. LeBaron, from *Beyond Intractability*, edited by G.Burgess and H.Burgess (University of Colorado, Boulder, 2003).
- “Mapping Culture: Strategies for Effective Intercultural Negotiations,” by C.Moore and P. Woodrow, *Track Two* (Centre for Conflict Resolution and the Media Peace Centre, South Africa, 1998).
- “Cultural Diplomacy,” by Giles Scott-Smith, chapter 6 in *Global Diplomacy*.

Sept 25 Culture and Conflict, Cultural Diplomacy

Sept 27 LAMUN debate forum on Security (Jenkins Auditorium)

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**WEEK 8            *FRENCH-STYLE NEGOTIATION***

*Readings:*

- “The Cultural Context,” “The Process,” and “Negotiating with the French,” chapters 2, 4, and 6 of *French Negotiating Behavior: Dealing with La Grande Nation*, by Charles Cogan (United States Institute of Peace Press, 2003).

Oct 2 French Cultural Context

Oct 4 The Process of Negotiating with the French

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**WEEK 9            *REGIONALISM IN INTERNATIONAL NEGOTIATION***

*Readings:*

- “Regional Institutions Diplomacies: Europe, Asia, Africa, South America, and Other Regions,” by Jozef Bátora, chapter 17 in *Diplomacy in a Globalizing World*.
- “The European Tradition of Diplomacy,” by Shaun Riordan, chapter 8 in *Global Diplomacy*.

Oct 9 Regionalism, Regional Organizations, Regional Styles

Oct 11 European Diplomacy

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**WEEK 10            *PREPARATION OF GROUP SIMULATION PROJECT***

*Readings:*

- “Lessons for Business Negotiators: Negotiation Techniques from International Diplomacy,” by Jeswald Salacuse. Program on Negotiation, Harvard Law School (PDF file)

Oct 16 Preparation for Group Project

Oct 18 NO CLASS – Group Project Preparation (part 1 of 2) - Student Groups Consult Individually

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**WEEK 11**            **INTERNATIONAL NEGOTIATION SIMULATION EXERCISE – Part 1**

- Additional Readings TBA based on topic for simulation

Oct 23 Group Project Preparation (part 2 of 2)

Oct 25 Mock Simulation – Meeting #1

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**WEEK 12**            **INTERNATIONAL NEGOTIATION SIMULATION EXERCISE – Part 2**

Oct 30 Mock Simulation – Meeting #2

Nov 1 Mock Simulation – Final Meeting and Debriefing

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**WEEK 13**            **LESSONS LEARNED ABOUT MULTI-ISSUE, MULTI-PARTY NEGOTIATION**

Nov 6 Debriefing of Simulation, Lessons Learned

Nov 8 NO CLASS – Assignment TBA

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**WEEK 14**            **AMERICAN-STYLE NEGOTIATION**

*Readings:*

- “United States Contemporary Diplomacy: Implementing a Foreign Policy of “Engagement,” by Ala K. Henrikson, chapter 15 in *Diplomacy in a Globalizing World*.
- *American Negotiating Behavior: Wheeler-Dealers, Legal Eagles, Bullies, and Preachers*, by Richard H. Solomon and Nigel Quinney (United States Institute of Peace Press, 2010) – several chapters TBA

Nov 13 The Cultural Context of U.S. Negotiating Style

Nov 15 Negotiating with the U.S of A.

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**WEEK 15**            **CHINESE-STYLE NEGOTIATION**

*Readings:*

- “China’s Contemporary Diplomacy, by Zhang Qingmin, chapter 16 in *Diplomacy in a Globalizing World*.
- Yin Yang: A New Perspective on Culture,” by Tony Fang. *Management and Organization Review*. International Association for Chinese Management Research, 2011.
- “The Nature of Chinese Capital in Africa,” by Scott D. Taylor, *Current History* (May 2018).

Nov 20 Chinese Culture and Values

Nov 22 The Process of Negotiating with the Chinese

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**WEEK 16**            **COURSE REVIEW AND TAKEAWAYS**

Nov 27 The Study of International Negotiation: Final Course Takeaways

Nov 29 Review Session for Final Exam

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**FINAL EXAM** – Due by email to Prof Juárez by Monday, December 3, 6:59pm.