

Political Science 4380: International Negotiation and Diplomacy
May Term 2015 Course Syllabus
10:00 am - 2:00 p.m., Location TBD

Chief Nerd/Professor: Dr. Chelsea Brown
Office: 206 Collins Hall
Email: brown@smu.edu
Phone: 214-768-4936
Office Hours: By appointment

Course Introduction

The concepts and practice of negotiation skills is a necessary and useful skill in today's world. Solid negotiating skills will be of benefit to you during your university career, as well as throughout your professional and personal life, whether you are using them to negotiate with employers, in business, law, or any other type of conflictual situation. In this class, you will learn the various approaches and theories of negotiation, methods of intervention (including everything from mediation to coercion), crisis management, conflict prevention, and implementation of agreements. In addition to learning the theoretical ideas associated with successful negotiation, you will have the opportunity to practice your skills through a variety of simulations and cases dealing with international trade, environmental issues, health concerns, humanitarian issues, crisis situations, and internal conflict and cease-fire arrangements.

Throughout the term, we will simulate the practices, actions and debates of real United Nations cases, NGO positions, business and legal organizations, and other specialized groups. Students will be assigned country/organization positions, given a particular case, and will then articulate and negotiate their position in a manner representative of their real-world counterpart. Using both oral presentations and written position papers as well as open debate, students will use practice their skills in an effort to construct viable solutions agreeable to all parties.

This is a rigorous course that entails a considerable time commitment, both inside and outside the classroom. Students are expected to engage in, attend all class sessions, engage in extensive preparation prior to the simulations, and actively participate in their assigned roles.

About the Professor

Chelsea Brown is the John G. Tower Teaching Fellow for Political Studies at Southern Methodist University. She received her received her Ph.D. (2008) from the University of North Texas, holds an MBA (2002) from Texas Christian University, and an MSc (2002) from the Ecole Supérieure de Commerce in Dijon, France. She has published in the *Journal of Peace Research*, the *Law and Business Review of the Americas*, and the *International Political Science Review*.

Prior to joining SMU, she was a visiting professor at the University of Canterbury in Christchurch, New Zealand, and worked for the U.S. Foreign Agricultural Service in Moscow, where she served as an economist for agricultural affairs in Russia, Belarus, Armenia, and Georgia. Her current research examines the effects of financial market development on corruption, human rights, and civil conflict.

Course Objectives and Learning Outcomes

** This course satisfies the information literacy and oral communication proficiencies, and the individuals, institutions, and cultures level II pillar of the University Curriculum.**

The primary aim of this course is to equip the student with the conceptual tools necessary to understand and explain the fundamental forces, processes, and institutions at work in international negotiations and diplomatic practice. By the end of this course, students will be able to:

- Explain and interpret the key questions and concepts in international negotiations including both theory and simulated negotiations throughout the course.
- Identify and analyze contemporary problems at the international level, including conflict resolution, humanitarian intervention, crisis negotiation, environmental agreements, trade issues, and global health concerns.
- Evaluate how different factors (economic, political, and cultural) and contexts influence the negotiation process and outcomes.
- Develop an overview of actual cases and current issues, and evaluate these issues using the theories, concepts, and practices within the field.
- Develop a hands-on feel for the complexity of international negotiation utilizing both discussions on negotiation theory, and a variety of simulations.
- Identify and integrate the different perspectives on international negotiation through independent analysis of cases and problems.
- Develop and support informed individual positions on various issues that require international cooperation and negotiation, and demonstrate the appropriate uses, advantages, and limitations of negotiation practices.
- Apply analytical and normative concepts and develop a broader understanding of international negotiation and current practices using both historical and current negotiation issues.
- Demonstrate basic research competence and oral and written communication skills through the in-class simulation exercises, development of position papers, and debriefing papers analyzing the outcomes of the in-class negotiations

This is a specialized course with a substantial reading load, and outside research and preparation. Completion of the assigned readings and fully developed position papers before each class meeting is critical to your success in the course. Due to the compact nature of a May Term course, we will cover the material quickly, and will make use of intermediate-level theories in each field. If your background is lacking in any particular area, I strongly advise you to talk with me about ways to supplement your knowledge.

If you have questions about the material as the course progresses, please come and talk to me! Feel free to email me with questions or concerns, stop by during my office hours, or ask questions during class. Chances are, someone else has a similar question and will be happy you asked. It is far more beneficial for you to address any problems as early as possible so that you understand the subsequent material.

Required Texts

- Kremenjuk, Victor, ed. (2002). *International Negotiation: Analysis, Approaches, Issues*. 2nd ed. San Francisco: Wiley.
- Cohen, Raymond (1997). *Negotiating Across Cultures: International Communication in an Interdependent World*. Washington, D.C.: US Institute for Peace Press.
- Other readings as assigned

You are also expected to keep up with current international events by regularly following the news. The New York Times, the Washington Post, the Economist, NPR, NHK, China Daily, the Financial Times, the Wall Street Journal, Al Jazeera, and other print and web news outlets are good sources for this information. Learning to use the various resources, if you haven't already, will greatly help you with this class, your papers, and any research required in your other classes. Having a knowledge of current events will also enliven the discussion of the course material, and gives you a chance to apply the concepts from the lectures to real events. To put it bluntly, having informed discussions about events in class keeps class interesting, and will greatly enhance your negotiation position and quality of your work!

Course Requirements and Grading

Your course grade is determined by your performance on your position papers and active and accurate participation in the simulations, your debriefing papers after each simulation, a quiz over the basics of parliamentary procedure, a comprehensive final exam, as well as attendance, participation, and professionalism in all class discussions. More specific instructions regarding these assignments will be provided at the beginning of the term.

The remainder of your grade is determined by your participation and professionalism. You should arrive each day ON TIME and prepared to discuss the assigned material and actively participate in the simulations. Attendance alone does not constitute participation! Active engagement is critical to your success in this course. Conversely, distracting and unprofessional behaviors, such as late arrival, texting, use of mobile phones, aimless web surfing, and casual chatter will adversely affect your professionalism grade.

The course grade distribution is presented below:

Parliamentary Procedure Quiz	5%
Position Papers and Oral Defense	30%
Debriefing Papers	30%
Final Exam	15%
Attendance, Participation, and Professionalism	20%

***** Please note that failure to complete ANY of the course requirements will result in an automatic "F" in this course! *****

Student Responsibilities

- Students are expected to complete assignments and take exams on the date scheduled. Any conflicts must be discussed in advance, and appropriate documentation is required. No make-up assignments/exams will be given after the scheduled due date.
- Failure to complete an assignment or exam on the assigned date (without prior approval) will result in an automatic zero.
- Late papers will be penalized by one letter grade per day (including weekends). Papers are considered late after class begins on the due date. Papers are not accepted after 5 days. Failure to upload your assignment BEFORE the due date will incur a penalty. No assignments will be accepted without an electronic copy (through SafeAssign).
- If you miss class, it is your responsibility to get the material. Find a friend or study-buddy and arrange to get the notes.
- There is no extra credit or other compensatory assignments. Please do not ask.
- The syllabus and reading schedule is subject to change at my discretion. Students are responsible for making sure they are aware of any changes.

Religious Observance

Religiously observant students wishing to be absent on holidays that require missing class should notify me *in writing* at the beginning of the semester, and make arrangements, in advance, an acceptable way of making up any missed work missed. It is the responsibility of the student to make arrangements with the instructor prior to the absence for any religious observance (See University Policy No. 1.9).

Excused Absences for University Extracurricular Activities

Students participating in an officially sanctioned, scheduled University extracurricular activity must notify me, *in advance*, and make arrangements to make up the work. It is the responsibility of the student to make arrangements with the instructor prior to the absence (University Undergraduate Catalogue).

Students with Disabilities

Students needing academic accommodations for a disability must first contact Disability Accommodations & Success Strategies (DASS) at 214-768-1470 or www.smu.edu/alec/dass to verify the disability and to establish eligibility for accommodations (See University Policy No. 2.4; an attachment describes the DASS procedures and relocated office.). Once you have the appropriate documentation, please schedule an appointment with me so that we can make appropriate arrangements.

A Final Warning on Academic Misconduct

Plagiarism and cheating (including self-plagiarism) are taken very seriously. Students are bound by University rules governing conduct. All academic work is subject to the University's Honor Code, and will be strictly enforced. Consequences for violations of the Honor Code include a failing grade in this course, writing notification to the University, and other potential consequences up to and including expulsion. Save us both the headache, and don't cheat!

Course Schedule

Before the First Class

- Learn and review the rules of parliamentary procedure (basic information available on Blackboard)
- Cohen – chapter 2 “Negotiation: the Cultural Roots”
- Kremenjuk – Chapter 25

Thursday, May 14th – Introduction to Negotiation and Diplomatic Practice

- Review course requirements and discuss course schedule and expectations
- Discuss research techniques, the various types of position papers and resolutions (available on Blackboard)
- Review the specific language and structure used in international agreements (available on Blackboard)
- Practice parliamentary procedure in class
- Kremenjuk – Chapters 1, 2, and 3
- Cohen – Chapter 4

Friday, May 15th – The Negotiation Process

- Kremenjuk – Chapters 4, 5, and 6
- Cohen – Chapters 5 and 6
- Begin research on trade negotiation and position papers for trade simulation

Monday, May 18th – International Trade

*** *Parliamentary Procedure Quiz Today!* ***

*** *Trade position papers due* ***

- Kremenjuk – Chapters 12, 21, and 22
- “International Trade Agreements” (available on Blackboard)
- Trade negotiation simulation

Tuesday, May 19th – Humanitarian Issues

*** *Trade debriefing papers due at the beginning of class* ***

- Kremenjuk – Chapter 7
- Cohen – Chapters 7 and 8
- “Humanitarian Diplomacy” (available on Blackboard)
- “Peace Operations” (available on Blackboard)
- “The Rule of Law and Human Rights” (available on Blackboard)
- Begin research on cases and position papers for humanitarian simulation

Wednesday, May 20th – Humanitarian Simulation

*** *Humanitarian position papers due* ***

- Humanitarian simulation

Thursday, May 21st – Environmental Issues

***** Humanitarian debriefing papers due *****

- Kremenyuk – Chapter 21
- “Climate Change” (available on Blackboard)
- Other readings TBA

Friday, May 22nd – Environmental Simulation

***** Environmental position papers due *****

- Environmental Negotiations and Simulation

Monday, May 25th –

***** Memorial Day holiday! No class. Have fun! *****

Tuesday, May 26th – Crisis Dynamics and Negotiation

***** Environmental debriefing papers due *****

- Cohen – Chapters 9 and 10
- Kremenyuk – Chapters 20 and 24
- “The Security Council” (available on Blackboard)
- “Stopping International Terrorism” (available on Blackboard)
- “The Dynamics of Escalation and Negotiation” (available on Blackboard)
- “Escalation, Negotiation, and Crisis Type” (available on Blackboard)

Wednesday, May 27th – Crisis Simulation

***** Crisis position papers due *****

- Crisis Simulation

Thursday, May 28th – Implementation and the End Game

***** Crisis debriefing papers due *****

- Cohen – Chapters 11 and 12
- Kremenyuk – Chapter 8
- “Deadlocks in Negotiation Dynamics” (available on Blackboard)
- “Entrapment in International Negotiations” (available on Blackboard)

Friday, May 29th - Course Wrap Up and Final Exam

- Final exam and course debriefing