

## International Negotiation

UGRA\_016652

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Departments	Department of International, European Union and Comparative Law
Teaching Languages	English
ECTS	5
Teacher responsible	Nicole Marae Finnemann - nicolemarae.finnemann@esade.edu

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### Course Goals

Learners who complete the course successfully should emerge with four learning outcomes:

1. Understand the origins and development of international negotiation theory
2. Gain a deep understanding of the processes and outcomes of international negotiation
3. Improve the learner's own negotiation skills by practicing on simulations and cases
4. Develop the learner's ability to analyze international conflicts and negotiations in order to develop accurate policy recommendations, negotiation strategies and tactical responses

### Previous knowledge

Some International Relations, Geopolitics, and Conflict Analysis background strongly encouraged. Introduction to Game Theory required.

### Prerequisites

Strategic Thinking for Global Governance

### Description

### Course contribution to program

International negotiation is a strategic craft that integrates analytical, interpersonal, organizational, diplomatic and other knowledge and skill areas. It is one of the foundational tools of international conflict resolution: the use of bargaining analyses and skills by individuals, international organizations, NGOs and states to resolve international disputes and draft international agreements.

### Short description

'International negotiation' refers to the processes and methods by which international actors and agents attain their goals and pursue their interests through persuasion and (typically) non-violent engagement. However, in the international domain, coercion is often present in some form or another, and

negotiators - often diplomats - must use their skills not only to address violent conflicts, but often must do so when threats of violence or other coercive measures are directed against them or those they represent.

In this course, we focus a great deal on how international parties negotiate and create cooperative, beneficial arrangements even in a context of conflict, distrust, betrayal and even war and violence. Taught by a diplomat with nearly twenty years of field experience (in ten countries), this course will dive into a wide variety of international negotiations, including terrorist incidents, ceasefires, and the concept of treaties to end wars, establish economic relations, and resolve crises.

## Bibliography

- , Bridge of Spies (2015) (Video)
- , Argo (2012) (Video)
- , Zero Dark Thirty (2012) (Video)
- , The Diplomat, Season 1 (Netflix, 2023) (Video)
- Ikle, F. C., Ikle, F. C., How Nations Negotiate (New York: Harper & Row, 1964) pp. ix–58 and 191–224 (Book Chapter)
- , Zartman, I. W., "Negotiating Internal, Ethnic and Identity Conflicts in a Globalized World," International Negotiation vol. 11, no. 2 (2006) (Book Chapter)
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- , Kelman, H., "Social Psychological Dimensions of International Conflict," in I. Zartman and L. Rasmussen, eds., Peacemaking in International Conflict (USIP, 2007), Ch. 2 (Book Chapter)
- , Putnam, R., "Diplomacy and Domestic Politics: The Logic of Two-Level Games" International Organization vol. 42, no. 3 (1988): 428-460 (Book Chapter)
- , Touval, S. "Multilateral Negotiation: An Analytic Approach," Negotiation Journal vol. 5, no. 2 (1989): 159-173 (Book Chapter)
- , Zartman, I. W. and J.Z. Rubin, Power and Negotiation (University of Michigan, 2000) Chs. 1, 12 Robinson, R. "Defusing the Exploding Offer: The Farpoint Gambit" Negotiation Journal vol. 11, no. 3 (July 1995) (Book Chapter)
- , Mahieu, S. "When Should Mediators Interrupt a Civil War? The Best Timing for a Ceasefire," International Negotiation vol. 12 (2007): 207-228 (Book Chapter)
- , Dixit, A. and B. Nalebuff, Thinking Strategically (New York: W.W. Norton, 1991), Ch. 8 "Brinkmanship" (Book Chapter)
- , Wanis-St. John, A. and C. Dupont, "Structural Dimensions of Failure in Negotiations," in Unfinished Business: Saving International Negotiations from Failure, G.O. Faure, ed. (University of Georgia Press, 2012) (Book Chapter)

## Activities

In-class discussions and debates  
weekly seminar discussions following brief lectures

Written and/or oral exams  
individual design-thinking final assessment

#### Other

interactive negotiation exercises

#### Readings

reading materials and films (will be discussed in class)

#### Project development and presentation

group project midterm evaluation

## Content

#	Topic
1	International vs Interpersonal Negotiation
2	International Negotiation Theory Overview & Concepts
3	Power and Symmetry (& Psychological Dimensions)
4	Two-level games: Domestic Constraints & Structural Components
5	The Negotiators' Strategy
6	Civil Wars vs Bilateral vs Multilateral Conflict Negotiations
7	International Crises & Terrorism
8	Ceasefires & The Role of the Mediator
9	Failed Negotiations: Unfinished Business

## Assessment

Tool	Assessment tool	Category	Weight %
In-class analysis and discussion of issues	Active Seminar Discussion Participation	Retake and ordinary round	40.00%
Participation in program activities	Simulation Participation and Performance	Retake and ordinary round	20.00%
Written and/or oral exams	Midterm Project	Retake and ordinary round	15.00%
Written and/or oral exams	Final Assessment Project	Retake and ordinary round	25.00%

## PROGRAMS

G114-Global Governance Exchange Program (Undergraduates: Law)  
G114 Year 1 (Optative)

GEL23-Bachelor of Global Governance, Economics and Legal Order (Undergraduates: Law)  
GEL23 Year 1 (Optative)  
GEL23 Year 3 (Optative)