

International Negotiation and Diplomacy

UGRA_017245

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

Course Goals

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

1. Understand a baseline of international negotiation theoretical concepts
2. Gain a deep understanding of the primary 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 (even if self-taught).

Prerequisites

Strategic Thinking for Global Governance

Teaching methodology

- reading materials, films, podcasts (will be discussed in class)
- weekly seminar discussions following brief lectures
- interactive negotiation exercises
- midterm evaluation
- final assessment

Description

Course contribution to

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,

program

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.

Assessment

Tool	Assessment tool	Category	Weight %
In-class analysis and discussion of issues	Seminar Participation	Ordinary round	40.00%
Individual or team exercises	Simulations Participation	Ordinary round	20.00%
Written and/or oral exams	Midterm Assessment	Ordinary round	15.00%
Final Master's Project evaluation	Final Assessment (Group)	Ordinary round	25.00%

PROGRAMS

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

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