

GVPT 360
INTERNATIONAL NEGOTIATIONS
SPRING 2010

Lecture Meetings: 1:00 p.m. - 1:50pm, Wednesdays and Fridays, 0117 Tydings Hall

Discussion Sections: Mondays 1:00 p.m. – 1:50 p.m., TYD 2110 (Sec. 0101), 2:00 p.m. – 2:50 p.m., TYD 1118 (Sec. 0102) & 3:00 p.m. – 3:50 p.m., TYD 0111 (Sec. 0103)

Instructor: **Dr. Guy Ziv**
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Office Hours: Wednesdays and Fridays, 2:00 p.m. – 3:00 p.m. and by appointment

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COURSE OVERVIEW

This course is intended to provide you with a better understanding of the complexities of international diplomacy and the negotiations that occur among states and other actors in the international arena. Through this course you will gain an understanding of three main subject areas: negotiation analysis, applied negotiation, and the interaction of power, influence, and other considerations that affect negotiations. We will utilize theoretical, case-based, and active-learning approaches during the semester as we explore the topic in detail. The intent of this approach is not only to provide you with content knowledge about the subject, but also to help you develop a set of research and negotiation skills to prepare you for future work in the field of negotiation and diplomacy – both academic as well as applied.

Throughout the semester we will consider how negotiations are affected by a number of factors, including the perceived importance of the issue, the characteristics of the actors involved, and the structural elements that serve to generally frame the negotiation. Illustrations of these concepts will be made using case studies of actual international negotiations, including historical as well as contemporary cases of note. In addition, you will have the opportunity to use what you have learned about negotiations and watch negotiation processes in practice through your involvement in a series of negotiation simulations, including a 3-week on-line negotiation with students at other universities run by the ICONS Project within the GVPT department. Finally, during the semester we will consider the question of how international negotiations are relevant to the study of international politics today.

COURSE REQUIREMENTS

We will provide you with more information on each of the assignments below during the semester. Your final grade in this course will be determined based on the following breakdown:

Quizzes	20%	
Short Written Analysis	10%*	
Participation	15%	
Final Exam	25%	
ICONS Simulation	30%	
Individual Country Worksheet		5%
Group Strategy Planning Paper		10%
Group Proposals		5%
Individual Reaction Paper		10%

Note: Work related to the ICONS simulation will involve group work, and a significant part of your overall grade in this course will be based on your grade on group assignments. It is therefore critical that you inform the instructor and TA early on about any personal or group-related problems you are experiencing. It goes without saying that being a good team player is extremely important in this class. This means being pro-active and being responsive to others.

To do well in this class, you will need to do the following: (1) attend, participate, and show up on time to all lectures and discussion sections; (2) do the assigned readings for class; (3) take good notes in class; (4) check Elms regularly for timely announcements; (5) pay attention to the news so you know what is going on in the world; (6) and be an active and reliable member of your ICONS group.

*You will need to submit a two-page, double-spaced analysis of one scholarly article on a particular topic related to international negotiations. (Do not write your paper on one of the textbook chapters.) For example, if you were interested in the topic of negotiating with terrorists, you could choose to reflect on the article written by I. William Zartman. You are also welcome to choose a topic not covered in the syllabus – just check with the instructor or the TA in advance to make sure if the article you've chosen is acceptable. A strong analysis will not just summarize the message of the articles, but will contain a thoughtful, independent critique of the relevant topic. Your analysis is due on **Friday, February 19th**.

COURSE RESOURCES

There are two required textbooks for this course. Books should be available in the bookstore in Stamp Student Union and at the Maryland Book Exchange. They are also available at online booksellers if you prefer. The required books are:

1. *Negotiating a Complex World, (2nd Edition)*, by Brigid Starkey, Mark A. Boyer, and Jonathan Wilkenfeld. Published by Rowman and Littlefield, 2005. ISBN: 0-7425-3577-0
2. *Diplomacy: Theory and Practice (3rd Edition)*, by G. R. Berridge. Published by Palgrave, 2005. ISBN: 1-4039-9311-4

In addition, there will be required readings from other sources, which will be available on-line. You will be able to access these sources through the ELMS homepage for the course, accessible at www.elms.umd.edu. You need to make sure that you know how to log in to this system, as vital course information will be stored there.

COURSE POLICIES

- ◆ Laptop Policy: The course team believes that any potential benefits derived from using a laptop in this class are outweighed by the potential distractions – to you, to fellow students, and to the instructor. We *strongly* prefer, therefore, that you *not* use your laptop in GVPT 360 for either lecture or discussion. If you find this policy to be problematic for your particular needs, please discuss this matter with the course instructor.
- ◆ This is an advanced-level course, and, consequently, the expectations are set high. You are expected to be on time and prepared for every class and discussion section, and to conduct yourself with consideration and respect for your classmates at all times.
- ◆ In order to pass this course, you must complete EVERY assignment by the time it is due. Advance notice will be given of assignments and early submissions are encouraged. Announcements will typically be made at the very beginning of lecture and/or discussion sessions. As well, important announcements will be posted on Elms, which you are encouraged to check on a daily basis. Late assignments will be penalized one letter grade each day that they are late.
- ◆ All work you do for this course—as with the work you do for all classes at Maryland—must be done in a manner consistent with the Code of Academic Integrity set by the University of Maryland. For details on University policy, see <http://www.studenthonorcouncil.umd.edu/code.html>. If the instructor or the teaching assistant in this class suspect that a student has violated this honor code, we will immediately refer the issue to the Office of Judicial Programs. Any member of the campus community may report allegations of code violations directly to the Honor Council (301-314-8206).
- ◆ Any student who requires special accommodation due to a physical or learning disability (or any other condition or situation, such as a personal crisis) should inform both the instructor and the TA **IMMEDIATELY**. It is neither appropriate nor particularly effective to inform us after you have already completed assignments for the course.
- ◆ Students who will miss classes due to religious holidays or because of participation in university activities must let both the instructor and TA know in writing which days will be missed **IMMEDIATELY**. Other absences must be documented, such as with a note from a doctor or hospital. Students are responsible for all material that they miss on such days and should obtain lecture/discussion notes from a friend in the class.

COURSE SCHEDULE

The course schedule is listed on the following pages. All reading assignments must be done before class for the day that they are listed. Syllabus updates will be posted on ELMS and announced in class.

Course Schedule

CLASS SESSION	TOPIC	ASSIGNMENT DUE
Wed., 1/27	General introduction to course	
Fri., 1/29	Basic principles of int'l negotiation	Starkey, 1-30
Mon., 2/1	<i>Discussion Section: IWC Working Group Simulation</i>	Read country background information and rules.
Wed., 2/3	Lessons from IWC and Conceptual Models	Allison, "Conceptual Models and the Cuban Missile Crisis" & Starkey, 153-162
Fri., 2/5	Preparing to Negotiate	Berridge, 29-45 & Zartman, "What I Want to Know about Negotiations"
Mon., 2/8	<i>Discussion Section</i>	
Wed., 2/10	Overview of the Negotiation Process	Berridge, 46-71
Fri., 2/12	Structure-Agency Debate	Byman and Pollack, "Let Us Now Praise Great Men" ➤ QUIZ #1
Mon., 2/15	<i>Discussion Section</i>	
Wed., 2/17	Context, Issues, and Stakes Case Study: NAFTA	Starkey, 31-51, 85-107
Fri., 2/19	Intro to ICONS International System Simulation	➤ SHORT WRITTEN ANALYSIS DUE

Mon., 2/22	<i>Discussion Section</i>	
Wed., 2/24	Procedural Characteristics & Securing Outcomes	Berridge, 72-87 & Starkey, 51-57
Fri., 2/26	Multilateral Conferences	Berridge, 151-173 ➤ INDIVIDUAL COUNTRY WORKSHEET DUE ➤ QUIZ #2
Mon., 3/1	<i>Discussion Section</i>	
Wed., 3/3	Crisis Negotiations Case Study: The Cuban Missile Crisis	Starkey, 109-139 & Wiegele, "Decision-Making in an International Crisis"
Fri., 3/5	Third-Parties and Mediation Case Studies: Northern Ireland and the Balkans	Berridge, 194-213 & Curran et al., "Two Paths to Peace"
Mon., 3/8	<i>Discussion Section</i>	
Wed., 3/10	Negotiation Strategy & Tactics	Starkey, 125-132
Fri., 3/12	Panel Discussion: Internships and Careers in Public Policy	Berridge, 5-24
Mon., 3/15 – Fri., 3/19	Spring Break	_____
Mon., 3/22	<i>Discussion Section</i>	
Wed., 3/24	Negotiation Actors: Traditional Diplomacy	Berridge, 108-136 & Starkey, 61-68 ➤ GROUP STRATEGY PLANNING PAPER DUE

Fri., 3/26	Case Study: Camp David	Camp David Case Study ➤ QUIZ #3
Mon., 3/29	<i>Discussion Section</i>	
Wed., 3/31	Non-Traditional Diplomacy	Starkey, 68-71 & Berridge, 137-150
Fri., 4/2	Psychology and Negotiation	Spoelstra, "Negotiation Traps" & Pronin, et al "Bombing versus Negotiating" ➤ GROUP PROPOSAL ASSIGNMENT DUE
Mon., 4/5	<i>Discussion Section</i>	
Wed., 4/7	Culture and Gender in Negotiation	LeBaron "Culture-Based Negotiation Styles" & Starkey, 72-83 & Pradel et al., "When Gender Changes the Negotiation" ➤ QUIZ #4
Fri., 4/9	SIMULATION UNDERWAY Arab-Israeli Peacemaking: Negotiating the Oslo Accords	Auerbach and Greenbaum, "Assessing Leader Credibility During a Peace Process" & Hirschfeld and Roling, "The Oslo Process and the People-to-People Strategy"
Mon., 4/12	<i>Discussion Section: Country Team Meeting</i>	
Wed., 4/14	SIMULATION UNDERWAY	<u>No class session – work in country teams</u>
Fri., 4/16	SIMULATION UNDERWAY Multilateral Peace Operations	Multilateral Peace Operations Case Study

Mon., 4/20	<i>Discussion Section: Country Team Meeting</i>	
Wed., 4/22	SIMULATION UNDERWAY	<u>No class session – work in country teams</u>
Fri., 4/23	SIMULATION UNDERWAY Reputation and Trust in Negotiation	Kashmir Case Study
Mon., 4/26	<i>Discussion Section: Country Team Meeting</i>	
Wed., 4/28	SIMULATION UNDERWAY	<u>No class session – work in country teams</u>
Fri., 4/30	SIMULATION UNDERWAY Negotiating with Terrorists	Peter R. Neumann, “Negotiating with Terrorists” & I. William Zartman, “Negotiating with Terrorists”
Mon., 5/3	<i>Discussion Section</i>	
Wed., 5/5	Simulation Wrap Up and Discussion	
Fri., 5/7	Wrap up, loose ends, and summary	
Mon., 5/10	<i>Discussion Section</i>	
Fri., 5/14*	FINAL EXAM	Friday, May 15th, 1:30 p.m. – 3:30 p.m.*

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* **PLEASE NOTE:** This is our best guess as to our final exam date and time. It is up to the registrar’s office to determine the date and time of the final exams. We will notify you as soon as we get word of the official date.