

The following syllabus is subject to change. The instructor will provide the final syllabus at the start of the semester.

Rutgers University
Political Science Department New Brunswick
United Nations & Global Policy Studies
Masters Program

Spring 2021

Course: Canvas Synchronous Online Seminar 16-790-551
Day/Time: Sat - 10am-12:40pm
Instructor: Ghaidaa Hetou Ph.D.
Email: ghaidaa.hetou@rutgers.edu
Office Hours: By appointment only

Theory and Practices of International Negotiation

This seminar will examine the principals and complexities of negotiations among state governments. After reviewing and discussing leading literature on international negotiation theories, perspectives and strategies, students will engage in variety of exercises and simulations to gain a practical understanding of negotiation preparation, strategies, styles, timing, tactics and consensus-building. In addition, this seminar will discuss a variety of case studies that examine the transition from conflict to resolution, in variety of historical and regional contexts.

Power politics pertaining to rationalists' models of negotiations will be contrasted with integrative and cooperative models and strategies. The role of great power politics, economic disparities, culture, gender, psychological dynamics, international organizations and other non-state actors will be integrated in our discussion of international negotiations. Students will then prepare a policy paper on their case topic of choice for an end of semester submission.

Course Objectives

- Understanding theories and debates within the field of International Negotiations.
- Developing an awareness of historical perspectives and cultural contexts of international conflicts.
- Identifying and contrasting negotiation strategies.
- Recognizing and analyzing barriers, challenges and difficulties to arriving at negotiated settlements.
- Gain negotiation skills through various seminar exercises and simulations.

Course Expectations

- Be fully prepared to discuss assigned readings and engage in negotiation simulations and debates.
- Attend all class sessions online with audio and video.
- Engage in discussion forums and submit assignments and projects on time.
- Engage in civil and informed on and off-line discussions.

Evaluation

Attendance, Participation, and Discussion	20%
Negotiation Simulation (Prep and Team Performance)	20%
2 Response Essays and Presentation (2pages SS)	20%
Policy Paper (25 pages DS)	40%

Valuable Resources

During the course make it a habit to read the international section of the following resources

<http://www.bloomberg.com>

<http://www.wsj.com>

<https://www.cnbc.com>

<http://www.ibtimes.com>

www.foreignpolicy.com

www.foreignaffairs.com

<http://www.ft.com/home/us>

<http://fortune.com>

<http://www.economist.com>

www.nyt.com

www.washingtonpost.com

Required Readings (tentative list)

All books, academic articles and reports will be provided and posted by the instructor on Canvas. You don't have to buy any.

Sample of books and articles we will read, either fully or selected chapters. (This list is not final)

- Lewicki Saunders, Negotiations, McGraw-Hill, 2015.
- Chester Crocker, Fen Osler Hampson and Pamela Aall, *Leashing the Dogs of War: Conflict Management in a Divided World*. United Institute of Peace, 2007.
- William Zartman and Saadia Touval, *International Cooperation: the Extent and Limits of Multilateralism*. Cambridge University Press 2010.
- Rudolf Avenhous and William Zartman, *Diplomacy Games: Formal Models and Negations*. Springer, 2007.
- William Breslin and Jeffery Rubin, *Negotiation Theory and Practice*. Program of Negotiation, 2010.
- Richard Soloman, American Negotiating Behavior. The United States Institute of Peace, 2010.
- Browne, J and Dickson, Eric.S (2010)“ “We don't Talk to Terrorists”: On the Rhetoric and Practice of Secret Negotiations”, Journal of Conflict Resolution, Vol.54, n0.3
- Drahos, Peter (2003) “When the weak bargain with the strong: Negotiations in the World Trade Organization”, International Negotiation, Vol.8. No.1
- Watson, Carroll (1994) “Gender Versus Power as a Predictor of Negotiation Behavior and Outcomes,” Negotiation Journal vol. 10, no. 2
- Brown, J. and Urpelainen, J. (2014) “ Picking Treaties, Picking Winners. International Treaty Negotiations and Strategic Mobilization of Domestic Interests”, Journal of Conflict Resolution, Vol, 58, issue 1
- Thompson, L (2001) “ Chapter IV Integrative Models of Negotiation” The Mind and Heart of the Negotiator. New Jersey: Prentice Hall.
- Wallensteen, P. and Svensson, I.(2014) “Talking peace: International Mediation in armed conflict”, Journal of Peace Research, Vol.51, no.1.
- Lanz, David (2011) “Who gets a seat at the table? A framework for understanding the dynamics of inclusion and exclusion in Peace Negotiations”, International Negotiation, Vol.16.

Attendance Policy:

This is a synchronous online seminar and your attendance is graded. Attendance is only counted when your classmates and I can see and hear you during our class session from 10:00am to

12:40pm on Saturdays. This means the device's camera and microphone need to be working and on to attend and participate in this seminar. You are welcome to enjoy tea/coffee... snack or lunch.

You are responsible for material covered in any class that you miss. Contact a classmate if you miss a class to catch up on discussions, instructions and assignments.

If you have to miss class contact Rutgers absence reporting website to self-report <https://sim.s.rutgers.edu/ssra/> and notify me by email, only then can I count it as an excused absence.


If you don't have access to a computer or tablet, or you have trouble connecting to WebEx or Zoom, kindly let Rutgers IT Department know.

<https://it.rutgers.edu/help-support/>

Late Work Policy

There is a 3% deduction from your assignment grade for every day after the deadline. Work won't be accepted after a week past the deadline.

Academic Integrity




The consequences of scholastic dishonesty are very serious. Please review the [Rutgers' academic integrity policy](#) .

Academic integrity means, among other things:

- Develop and write all of your own assignments.
- Show in detail where the materials you use in your papers come from. Create citations whether you are paraphrasing authors or quoting them directly. Be sure always to show source and page number within the assignment and include a bibliography in the back.
- Do not fabricate information or citations in your work.
- Do not facilitate academic dishonesty for another student by allowing your own work to be submitted by others.

If you are in doubt about any issue related to plagiarism or scholastic dishonesty, please discuss it with your instructor.

Other sources of information to which you can refer include:

- [Rutgers' Academic Integrity website](#) 
- [Code of Student Conduct](#) 
- [Eight Cardinal Rules of Academic Integrity](#) 

Academic Support Services

- Rutgers is a proud supporter of veterans. If you are a veteran of the armed forces, please visit the Office of Veteran and Military Programs and Services website www.veterans.rutgers.edu
- Rutgers has a variety of resources for academic support. For more information, check the [Academic Support website](#).
- Rutgers has Learning Centers on each campus where any student can obtain tutoring and other help. For information, check the [Learning Center website](#).
- Rutgers also has a Writing Center where students can obtain help with writing skills and assignments. Learn more at the [Writing Center website](#).
- Many library resources are available online. Assistance is available through phone, email, and chat. For information, check the [Rutgers Libraries website](#).

Rutgers Health Services

- Rutgers Health Services is dedicated to health for the whole student body, mind and spirit. It accomplishes this through a staff of qualified clinicians and support staff, and delivers services at a number of locations throughout the New Brunswick-Piscataway area. For more information, check the [Rutgers Health Services website](#).
- Counseling, ADAP & Psychiatric Services (CAPS)
(848) 932-7884 / 17 Senior Street, New Brunswick, NJ 08901/
<http://health.rutgers.edu/medical-counseling-services/counseling/>
- CAPS is a University mental health support service that includes counseling, alcohol and other drug assistance, and psychiatric services staffed by a team of professionals within Rutgers Health services to support students' efforts to succeed at Rutgers University. CAPS offers a variety of services that include: individual therapy, group therapy and workshops, crisis intervention, referral to specialists in the community, and consultation and collaboration with campus partners.
- **Crisis Intervention** : <http://health.rutgers.edu/medical-counseling-services/counseling/crisis-intervention/>

Accommodations for Accessibility

Requesting accommodations

If you would like to request academic accommodations based on the impact of a disability qualified under the Americans with Disabilities Act and Section 504 of the Rehabilitation Act of 1973, contact your instructor privately as soon as possible to discuss your specific needs. Discussions are confidential.

In addition to contacting the instructor, please contact the [Office for Disability Services](#) to register for services and/or to coordinate any accommodations you might need in your courses at Rutgers.

Go to the [Student section of the Office of Disability Services](#) website for more information.

Discussion Forums

Every week, as indicated in the weekly modules on Canvas, you are responsible for responding to 1 weekly discussion thread linked to our weekly topic. On the class related thread, you are responsible to answer the posted question and respond to two of your classmates. Grading your discussion forum responses will follow the rubric pictured bellow:

Criteria	Outstanding (3)	Proficient (2)	Basic (1)	Below Expectations (0)
<i>Critical Thinking</i>	<ul style="list-style-type: none">Substantive contentFull of thought, insight, and analysis	<ul style="list-style-type: none">Substantial informationThought, insight, and analysis has taken place	<ul style="list-style-type: none">Generally competentInformation is thin and commonplace	<ul style="list-style-type: none">Rudimentary and superficialNo analysis or insight is displayed
<i>Connections</i>	<ul style="list-style-type: none">Clear connections:To previous or current threadsTo real-life situations	<ul style="list-style-type: none">New ideas or connectionsLack depth and/or detail	<ul style="list-style-type: none">Limited, if any connectionsVague generalities	<ul style="list-style-type: none">No connections are madeOff topic
<i>Uniqueness</i>	<ul style="list-style-type: none">New ideasNew connectionsMade with depth and detail	<ul style="list-style-type: none">New ideas or connectionsLack depth and/or detail	<ul style="list-style-type: none">Few, if any new ideas or connectionsRehash or summarize other postings	<ul style="list-style-type: none">No new ideas"I agree with..." statement
<i>Timeliness</i>	<ul style="list-style-type: none">All required postingsEarly in discussionThroughout the discussion	<ul style="list-style-type: none">All required postingsSome not in time for others to read and respond	<ul style="list-style-type: none">All required postingsMost at the last minute without allowing for response time	<ul style="list-style-type: none">Some, or all, required postings missing
<i>Stylistics</i>	<ul style="list-style-type: none">Few grammatical or stylistic errors	<ul style="list-style-type: none">Several grammatical or stylistic errors	<ul style="list-style-type: none">Obvious grammatical or stylistic errorsErrors interfere with content	<ul style="list-style-type: none">Obvious grammatical or stylistic errorsUnderstanding impossible

Middle Tennessee State University Model

Kindly note that there will be another General Discussion thread on Canvas discussion forum, in which you are welcome to post and engage on general topics of interest. This has been a popular community engagement during the Covid-19 period since Spring 2020.

Negotiation Simulation and Debates

This seminar plans on using the Zoom platform in order to utilize breakout rooms for debate and negotiation simulation purposes (this is subject to change as platforms adjust their range of services).

- Short debates are part of our weekly class sessions. No prior preparation needed.
- In addition, we will engage in two International Negotiation Simulations, one bilateral and one multilateral. All preparations and guidelines will be discussed in detail prior to the simulation exercise.

2 Response Essays and Presentations

Response Essays: the student will choose from a set of case options (5), and respond to the latest development(s) in the chosen case. The case options are selected by the instructor to cover a range of international negotiations topics and regions. Students are encouraged to follow up on cases mentioned in class as early as possible. The essay is two pages single spaced, not including bibliography and endnotes. Present your response in class (online) on the designated day.

Policy Paper

Detailed instructions on “How” to write a policy paper will be posted on Canvas.

The policy paper case/topic is preferably chosen from case choices you made earlier in your response papers. The paper is 25 pages long double spaced not counting bibliography. You may use endnotes or footnotes. Chicago style is preferred.

Class Schedule

January 23

Syllabus Review and Introduction

Notes on Complex Systems

The role of international negotiations and how it shapes our world

January 30

Perspectives and Principals of International Negotiations

February 6

Modes of Negotiations I

Back Channels and Secret Negotiations

Bilateral and Multilateral Negotiations

February 13

Modes of Negotiations II

Understanding the Structure of Negotiations:

Competitive Bargaining vs. Cooperative Problem Solving

February 20

Negotiation Strategies I

Distributive and Integrative Negotiation Models

Creating Value as a Negotiator

February 27

Negotiation Strategies II

Sources of Power and Influence, and the Predictors of International Negotiations Outcome.

Preparing for Negotiations

March 6 Response Paper I Due

Response Paper Presentations (5-10min + Q&A)

March 27

Negotiation Strategies III

Consensus Building

Understanding Your and Their BATNAs (Best Alternative to a Negotiated Settlement)

April 3

(Bilateral) Negotiation Simulation I

Guidelines posted on Canvas

April 10

International Negotiation in Practice I

The Authority to Negotiate

Timing and Agenda Setting

Body Language

The Role of Anchors

April 17 Response Paper II Due

Response Paper Presentations (5-10 min + Q&A)

April 24

International Negotiations in Practice II

Case Studies' Review

May 1

(Multilateral) Negotiation Simulation II

Guidelines posted on Canvas

May 8 Policy Paper Due

Seminar Review