



COURSE UNIT DESCRIPTION

International Negotiations	
-----------------------------------	--

Lecturer(s)	Department, Faculty
Coordinating: Assist. Romas Švedas	Institute of International Relations and Political Science

Study cycle	Type of the course unit
Second	Compulsory

Mode of delivery	Semester or period when it is delivered	Language of instruction
face to face	III semester	Lithuanian, English

Requisites	
Prerequisites: B2 level in English.	Co-requisites (if relevant): None.

Number of ECTS credits allocated	Student's workload (total)	Contact hours	Individual work
5	250	32	202

Purpose of the course unit: programme competences to be developed

The purpose of this course is to provide students with knowledge of negotiation theory and practice, develop their skills and individual competences in preparing for and leading negotiation through use of cooperational negotiation strategies as well as to analyze peace and security negotiations through different negotiation theories.

This course aims to develop a set of generic competences such as critical thinking, ability to work in a team, ability to apply theoretical models in practice, ability to clearly communicate ideas in orally and in written. It also aims to develop subject specific competences such as knowledge of negotiation theories, types, structure and stages of negotiation, skills required to prepare for negotiations and most important elements of non-verbal communication, ability to apply negotiation theories in practice, ability to analyze cases of international peace and security negotiations.

Learning outcomes of the course unit	Teaching and learning methods	Assessment methods
Will be able to identify types, structure, stages of negotiations, cooperational negotiation strategies and tactics.	Problem-based teaching, individual reading, group discussions, case studies.	Assessment of work during the seminars, assessment of performance during simulations, exam.
Will be able to participate in negotiations, apply negotiation theory in practice, communicate in a multi-cultural environment.	Simulation, group discussion, individual reading.	Assessment of performance during simulations.
Will be able to analyze negotiation cases through negotiation theory.	Problem-based teaching, individual reading, group discussions, case study.	Assessment of work during the seminars, exam.
Will be able to work in a team in order to reach negotiation goals.	Simulation, group discussions.	Assessment of work during the seminars, assessment of performance during simulations.

Course content: breakdown of the topics	Contact hours	Individual work: time and assignments
---	---------------	---------------------------------------

	Lectures	Tutorials	Seminars	Workshops	Laboratory work	Internship/work placement	Contact hours, total	Individual work	Assignments
1. Introduction. Negotiation theory and practice.	2						2	6	Compulsory readings and analysis of the texts: I. W. Zartman, Common Elements in the Analysis of the Negotiation Process, pp. 147-159 (in W. Breslin, J. Rubin, Negotiation Theory and Practice); D. Druckman, Negotiating in the International context“, 3 skyrius (in W. Zartman, J. L. Rasmussen, Peacemaking in International Conflict: Methods and Techniques); V. Kremenjuk, International Negotiation: Analysis, Approaches, Issues, 2 skyrius.
2. Who's negotiating? New players in an old game.	2		2				4	10	Compulsory readings and analysis of the texts: V. Kremenjuk, International Negotiation: Analysis, Approaches, Issues, 7 skyrius; T. Farer, New Players in the Old Game, pp. 842-866; R. Putnam, Diplomacy and Domestic Politics: The Logic of Two-Level Games, pp. 427-460.
3. Stages of negotiation: pre and post negotiation agreements, solutions to problems.	2		2				4	10	Compulsory readings and analysis of the texts: Zartman, Timing of Peace Initiatives: Hurting Stalemates and Ripe Moments, pp. 8-18; V. Kremenjuk, International Negotiation: Analysis, Approaches, Issues, 13 skyrius; Zartman, Prenegotiation: phases and functions, pp. 237-

									253.	
4. Power, interests and ethics in negotiation.	2		2					4	10	Compulsory readings and analysis of the texts: W. Breslin, J. Rubin (sud.), Negotiation Theory and Practice, pp. 97-113, 161-180; C. Albin, Negotiating International Cooperation: Global public goods and fairness, p. 370-381.
5. Importance of culture in negotiations. Professional, ethical and national culture.	2		2					4	10	Compulsory readings and analysis of the texts: J. W. Salacuse, Ten Ways That Culture Affects Negotiating Style: Some Survey Results, pp. 221-240; I. W. Zartman „A Skeptic’s View“ (in G. O. Faure, J. Z. Rubin, Culture and Negotiation), pp. 17-21; G. Sjostedt, Professional Cultures in International Negotiation: Bridge or Rift?, Chapter 1.
6. Regional negotiation.	2		2					4	10	Compulsory readings and analysis of the texts: C. Crocker et al., Multiparty Mediation and the Conflict Cycle, pp. 19-46.
7. Negotiations in frozen conflict zones.	2		2					4	10	Compulsory readings and analysis of the texts: D. Rothchild, Ethnic Bargaining and the Management of Intense Conflict, pp. 1-20; J. V. Monteville, Conflict and Peacemaking in Multiethnic societies, pp. 514-533.
8. Negotiation in the age of technology.	2		2					4	10	Compulsory readings and analysis of the texts: G. S. Smith, Reinventing Diplomacy: A Virtual Necessity; J. Rosenau, States, Sovereignty, and Diplomacy in the Information Age“.
9. Mediation of a third party in negotiations.	2		2					4	10	Compulsory readings and analysis of the texts: M. Kleiboer, Understanding Success

									and Failure of International Mediation, pp. 360-389; J. Brecovitch, Studies in International Mediation, Chapter 1.	
10. Violence and negotiations. Negotiations during conflict.	2		2					4	10	Compulsory readings and analysis of the texts: J. Darby, The Effects of Violence on Peace Process, pp. 1-14, 38-75, 96-100, 116-126.
11. Is it possible to negotiate with terrorists?			2					2	6	Compulsory readings and analysis of the texts: I. W. Zartman, Negotiating with Terrorists, International Negotiation, 8 (3), pp. 443-450; R. Hayes, S. Kaminski, S. Bares, Negotiating the Non-Negotiable: Dealing with Absolutist Terrorists, pp. 451-467.
12. Simulation of negotiations.			2					2	20	Preparation for simulation (students will be divided according to their thesis topics). Preparation of negotiation positions.
13. Simulation of negotiations.			2					2	20	
14. Simulation of negotiations.			2					2	20	
15. Simulation of negotiations.			2					2	20	
Written exam.									20	
Total	20		28					48	202	

Assessment strategy	Weight %	Deadline	Assessment criteria
Performance during seminars.	30%	During semester.	Quality of comments, insights and relevant remarks (10%); Ability to complete practical assignments based on academic literature (10%); Active participation in seminars (10%).
Participation in simulation of negotiations.	50%	During semester.	Quality of comments, insights and relevant remarks (20%); Preparation for presentation (independent reading, research on the role) (20%); Participation in review of negotiations: ability to reflect on performance (10%).
Written exam.	20%	During the exam session.	Comprehensiveness of the answers (5%); Style: clearness, consistency, academic vocabulary (5%); Ability to base answers on literature introduced throughout the course (5%); Basis of the analysis (5%).

Author	Publishing year	Title	Issue of a periodical or volume of a publication; pages	Publishing house or internet site
Required reading				

W. Breslin, J. Rubin (sud.)	2010	Negotiation Theory and Practice		Program on Negotiation
W. Zartman, J. L. Raasmussen (sud.)	2007	Peacemaking in International Conflict: Methods and Techniques		Washington D. C.: United States Institute of Peace
V. Kremenyuk	2002	International Negotiation: Analysis, Approaches, Issues	Antras leidimas	Jossey-Bass
T. Farer	1995	New Players in the Old Game: The De Facto Expansion of Standing to Participate in Global Security Negotiations	38 (6)	Negotiation and Global Society
R. Putnam	1988	Diplomacy and Domestic Politics: The Logic of Two-Level Games	41	International Negotiation
I. W. Zartman	2001	The Timing of Peace Initiatives: Hurting Stalemates and Ripe Moments	1 (1)	The Global Review of Ethnopolitics
J. G. Stein	1989	Getting to the Table: The Process of International Prenegotiation		Baltimore, MD: The Johns Hopkins University Press
C. Albin	2003	Negotiating International Cooperation: Global Public Goods and Fairness	29 (3)	Review of International Studies
G. O. Faure, J. Z. Rubin	1993	Culture and Negotiation		Newbury Park: Sage
J. W. Salacuse	1998	Ten Ways That Culture Affects Negotiating Style: Some Survey Results	July	Negotiation Journal
G. Sjostedt	2003	Professional Cultures in International Negotiation: Bridge or Rift?		Lanham, MD: Lexington Books
C. Chester, F. O. Hampson, P. Aall	2003	Multiparty Mediation and the Conflict Cycle		United States Institute of Peace
D. Rothchild	1997	Ethnic Bargaining and the Management of Intense Conflict	2 (1)	International Negotiation
J. V. Monteville		Conflict and Peacemaking in Multiethnic societies		New York: Lexington books
G. S. Smith	2000	Reinventing Diplomacy: A Virtual Necessity		United States Institute of Peace, Virtual Diplomacy Report 5
J. Rosenau	2000	States, Sovereignty, and Diplomacy in the Information Age		United States Institute of Peace, Virtual Diplomacy Report 6
M. Kleiboer		Understanding Success and Failure		

		of International Mediation		
J. Brecovitch		Studies in International Mediation		
J. Darby		The Effects of Violence on Peace Process		
I. W. Zartman	2003	Negotiating with Terrorists	8 (3)	International Negotiation
R. Hayes, S. Kaminski, S. Bares	2003	Negotiating the Non-Negotiable: Dealing with Absolutist Terrorists	8 (3)	International Negotiation
Recommended reading				
Examples of negotiations.				http://www.publicinternationalallaw.org
L. L. Thompson	2005	The Mind and Heart of Negotiator		New Jersey: Pearson Education
J. Tipler	2006	Sėkmingos derybos		Vilnius
L. L. Thompson	2008	The Truth about Negotiations		Pearson Education Limited
D. Zarefsky	2011	Oratorystės menas. Sėkmės strategijos		Vilnius: Alma Litera
F. Aquilar, M. Galluccio	2008	Psychological Processes in International Negotiations. Theoretical and Practical Perspectives		Springer
F. L. Acuff	2008	How to Negotiate Anything with Anyone Anywhere Around the World		Amacom
R. J. Smith	2009	Negotiation Environment and Science		Routledge
R. Lukens-Bull	2005	A Peaceful Jihad. Negotiating Identity and Modernity in Muslim Java		Palgrave Macmillan
R. Mayer	2006	How to Win Any Negotiation. Without Raising Your Voice, Losing Your Cool, or Coming to Blows		Career Press