

Course Syllabus

Negotiations and Diplomacy.

Year: 2018/2019

Code: 9885001803

Coordinating professor: Dr César Lajud Desentis.

Degree program: Grado en Relaciones Internacionales

School: Social Sciences and Communication

Languages: English

The mission of Universidad Europea de Madrid is to offer its students a holistic education, helping them become leaders and professionals capable of responding effectively to the needs of today's global world, adding value within their career fields, and contributing to social advancement through their entrepreneurial spirit and ethical integrity. We also strive to create and transfer knowledge through applied research, thus making our own contribution to progress and putting ourselves at the forefront of intellectual, scientific, and technological development.

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1. Basic information on the course/module

| | |
|------------------|----------------------|
| ECTS | 6 ECTS (150 HORAS). |
| Carácter | ELECTIVE |
| Idioma/s | ENGLISH I |
| Modalidad | Classroom attendance |
| SemestER | SEMESTER |

2. Presentation and contents of the course/module.

The main goal of this course is that that students know and understand the importance of negotiations and it relations with the diplomacy, the basic theory of negotiations and the different foreign policies and the main actors in the international arena as well as the main instruments of negotiations.

Negotiation is central to the work of diplomacy. Using case studies from international bargaining, this course aims to improve participants' analytical and interpersonal skills in their continual negotiations.

In this course, students will study and analyze the main implications that diplomacy has on international trade and which are the principal's elements negotiations. This allows to set up the international policies in the economic relationships and the different arguments for a diplomat policy of the protectionist trade policies and trade barriers. In addition, it also allows to study the different process of economic relations.

3. Competencies and learning outcomes

On completing this course, the student will be able to:

BS2: Students must apply their knowledge to their work and vocation in a professional way and must demonstrate their skills in sustaining arguments and solving problems within their field of study.

BS3: Students must be able to gather data, usually within their field of study, interpret it and make judgments and considerations on relevant social, scientific or ethical issues.

BS4: Students must be able to convey information, together with ideas, problems and solutions to a specialized or non-specialized audience.

CS4: Analysis and synthesis skills: Being able to break down complex situations into their constituent parts, and also to assess other alternatives and approaches in order to find the

best solutions. Synthesis seeks to reduce complexity in order to facilitate understanding and/or problem solving.

CS7: Ethical values: The ability to think and act according to universal principles based on individual worth and full development of the human personality, and which entails a commitment to certain social values.

CS8: Information management: The ability to find, select, analyze and integrate information from different sources.

CS12: Critical reasoning: The ability to analyze an idea, phenomenon or situation from different points of view and take a personal approach to it based on rigor and objective reasoning, and not on intuition.

CS13: Problem solving: The ability to resolve a confusing issue or a complicated situation that stands in the way of achieving a goal and where there is no predefined solution.

CS17: Teamwork: The ability to actively participate and cooperate with other people, areas and/or organizations to achieve common goals.

SS 1. Capacity for evaluation and critical analysis of phenomena and agents that affect the social and political environment in different international scenarios.

SS3: Ability to analyze the role of international organizations today as well as the role and scope of the influence of international cooperation agencies and organizations.

SS4: Ability to identify and analyze the economic aspects of globalization linked to the internationalization of companies, foreign trade, and the global economy.

SS19: Ability to understand and integrate oneself professionally in the different economic, organizational and hierarchical structures of multinational companies, knowing the relevant positions and the functions of each director and department.

SS23: Ethical behavior in business respecting human rights and the impact of productive activities on the environment both in the country of origin and in the different markets in which it operates.

- LO1: The student will have the ability to recognize the global, universal, cosmopolitan perspectives in the study of the actors, institutions, structures and transactions that constitute International Relations.
- LO2; Contribute to promoting peace policies and proposals for peaceful conflict resolution.
- LO3; Will have the capacity to develop basic studies of political, social, cultural and economic research within the framework of the state.

The table below shows the relation between the competencies developed during the course and the envisaged learning outcomes:

| Competencies | Learning outcomes |
|---|-------------------|
| BS2,BS3,BS4, CS7,CS13,CS17,SS1,SS3,SS4,SS23 | LO1 |
| ----- | |
| BS2,BS3,BS4,CS7,CS13,CS17,SS1,SS3,SS4,SS19,SS23 | LO2 |
| BS2,BS3,BS4,CS4CS7,CS13,CS17SS3,SS4,SS19,SS23. | LO3 |
| ----- | |
| ----- | |

The following table shows how the different types of activities are distributed and how many hours are assigned to each type:

| TYPE OF EDUCATIONAL ACTIVITY | | |
|------------------------------|---|-------------|
| | Type of Educational Activity | Nº de horas |
| 1 | Master Clases | 40h |
| 2 | Autonomus work | 20h |
| 3 | Formative Evaluation | 10h |
| 4 | Solving problems. | 10h |
| 5 | Tutorial | 20h |
| 6 | Group Actitivities | 20h |
| 7 | Case analisys | 10h |
| 8 | Search for resources and selection of information sources | 10h |

| | | | |
|---|---------------------|-------------|--|
| 9 | Oral presentations. | 10h | |
| | TOTAL | 150h | |

To develop the competencies and achieve the learning outcomes, you will have to complete the activities indicated in the table below:

| Learning outcomes | Learning activity | Type of educational activity | Content |
|-------------------|--|------------------------------|---|
| LO1 | Activity 1 | Type A | UA 1 Title: NEGOTIATION STRATEGIES AND DYNAMICS |
| LO2 | Activity 2 Activity 3 Activity 4 | Type C Type B | UA 2 REVIEWING THE WINNER NEGOTIATION AND THE CHALLENGES OF DISPUTE RESOLVING |
| LO3 | Activity 5 Activity 6 Activity 7 | Type D Type B Type C | UA 3 Title: Foreign policy, diplomacy power asymmetry UA 4 Title: Different "modes" and practices of Dipl & approach |

4. Monitoring and assessment

The following table shows the assessable activities, their respective assessment criteria, and the weight each activity carries towards the final course grade.

| Assessment Activity | Assessment Criteria. | Weight (%) |
|---------------------|--|------------|
| Activity 1 | Correctly solves the different assumptions that are raised around the understanding of the concepts analyzed in the framework of the Units addressed in this activity. | 5% |
| Activity 2 | Correctly solves the different assumptions that are raised around the understanding of the concepts analyzed in the framework of the Units addressed in this activity. | 5% |
| Activity 3 | Study the different models of economic growth. | 12,5% |

| | | |
|------------|--|-------|
| | <p>Make a study of the most relevant theories through Manuals, monographs and journal articles.</p> <p>Make comments on the different theories of growth.</p> <p>Share all the information with your colleagues as a portfolio</p> <p>Write a final report that includes: introduction / economic framework / doctrine / conclusions / bibliography / annexes</p> | |
| Activity 4 | <p>Study each of the types of growth theories separately and consistently.</p> <p>Make a study of the most relevant doctrine through Manuals, monographs and journal articles.</p> <p>Make an integral interpretation of the different economic postures object of analysis</p> <p>Share all the information with your colleagues as a portfolio</p> <p>Write a final report that includes: introduction / economic framework / doctrinal revision / comparative analysis / conclusions / bibliography / annexes</p> | 12,5% |
| Activity 5 | <p>Study the case or cases facilitated in the activity.</p> <p>Analyze the same from the point of view of economic development</p> <p>Follow the instructions given for the resolution of this type of case, which will facilitate your performance.</p> <p>Write the writing.</p> | 12,5% |
| Activity 6 | <p>Study the case or cases facilitated in the activity.</p> <p>Analyze the same from the point of view of the possible economic qualification.</p> | 12,5% |
| Activity 7 | <p>Demonstrate understanding and know how to correctly explain the different elements of the subject.</p> | 40% |

When you access the course on the Campus Virtual, you'll find a description of the activities you have to complete, as well as the deadline and assessment procedure for each one.

4.1. First exam period.

To pass the subject in ordinary call you must obtain a grade greater than or equal to 5.0 out of 10.0 in the final grade (weighted average) of the subject.

In any case, it will be necessary to obtain a grade greater than or equal to 4.0 in activity 7 (final test), so that it can be mediated with the rest of the activities.

4.2. Second exam period.

Para superar la asignatura en convocatoria ordinaria deberás obtener una calificación mayor o igual que 5,0 sobre 10,0 en la calificación final (media ponderada) de la asignatura.

En todo caso, será necesario que obtengas una calificación mayor o igual que 4,0 en la actividad 7 (prueba final), para que la misma pueda hacer media con el resto de actividades.

Se deben entregar las actividades no superadas en convocatoria ordinaria, tras haber recibido las correcciones correspondientes a las mismas por parte del profesor, o bien aquellas que no fueron entregadas.

5. Bibliography

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Mnookin, Robert; Peppet, Scott and Tulumello, Andrew. *Beyond Winning. Negotiating to create value in deals and disputes*. Cambridge, MA: Harvard University Press, 2000.

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Lempereur, Alain, "First Things First for Negotiators and Organizations." MRN NEG, Decision Making and Negotiations e-Journal, November 2011.

Lempereur, Alain, "For Responsible Negotiation Meetings: Concocting a Vaccine against Meetingitis." MRN NEG, Decision Making and Negotiations e-Journal, Vol. 6, #12, September 2015, SSRN.

6. How to communicate with your professor

Whenever you have a question about the content or activities, don't forget to post it to your course forum so that your classmates can read it.

You might not be the only one with the same question!

If you have a question that you only want to ask your professor, you can send him/her a private message from the *Campus Virtual*. And if you need to discuss something in more detail, you can arrange an advisory session with your professor.

It's a good idea to check the course forum on a regular basis and read the messages posted by your classmates and professors, as this can be another way to learn.

7. Study recommendations

When you study at university, you need to plan and be consistent from the first week. It's very useful to exchange experiences and opinions with professors and other students, as this will help you develop core competencies such as flexibility, negotiating skills, teamwork, and, of course, critical thinking.

To help you, we recommend using a general method of study based on the following points:

- Study systematically and at a steady pace.
- Attend class and regularly check the course forum on the *Campus Virtual* so that you keep up to date with what's happening.
- Participate actively in the course by sharing your opinions, doubts and experiences relating to the topics covered and/or suggesting new topics of interest for discussion.
- Read the messages posted by your classmates and/or professors.

Active participation in physical and virtual classroom activities is of special interest and academic value. You can participate in many different ways: asking questions, giving your opinion, doing all the activities your professor suggests, taking part in collaborative activities, helping your classmates, etc. This way of working requires effort, but it will help you get better results as you develop your competencies.