

GVPT 360: International Negotiations

Spring 2018

M 4:00pm-5:40pm

Location: TYD 0117

Syllabus v.1.0



Dr. Jennifer Wallace

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Office Hours: M 5:45-6:45pm; Th 12:30-1:30pm and by appointment

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Office Hours: M 2:30-3:30pm and by appointment

Section Locations and Country Assignments:

9:00-9:50: EDU 1121 – China

10:00-10:50: EDU 1121 – India

1:00-1:50 KEY 0100 – Vietnam

Course Design:

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 two

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 Readings:

- G. R. Berridge, *Diplomacy: Theory and Practice*, 5th edition. (New York: Palgrave, 2015)
- Brigid Starkey et al., *International Negotiation in a Complex World*, updated 4th edition. (New York: Roman & Littlefield, 2015)
- Supplementary readings will be available online, either through the course page (on ELMS), links to websites, or academic journals.

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	30%	
Final Exam	25%	
Participation (incl. ICONS)	15%	
Section Participation		5%
ICONS Simulation (Section and Online)		10%
ICONS Assignments	30%	
Individual Country Worksheet		5%
Group Proposal Planning Paper		10%
Simulation Group Proposals and Negotiation		10%
Individual Reaction Paper		5%

Quizzes and Final Exam: The format of the quizzes will primarily be multiple choice. Some short answer questions may be included, with the final format confirmed in advance. Quizzes are based on the reading and lecture; you cannot do well on the quizzes if you not read and attend class. The final exam will be comprehensive, covering the entirety of the semester, and will be short answer and essay format. The date of the final exam will be confirmed mid-semester since the class meets at a non-traditional class time.

Participation: Because the simulation depends on the active engagement of participants and the course requires a significant amount of group work, participation is taken very seriously in this course. Unexcused absences will lower your participation grade. In accordance with university policy, students may, one time per course per semester, provide a self-signed excuse as documentation of an absence from a section that does not coincide with a major assessment or assignment due date. In addition to a strong attendance record, full participation points will be awarded to students who come prepared to class by having completed the assigned readings, are actively involved in discussions, and who do not use phones/laptops for purposes unrelated to the course.

During the simulation (April 5-27), students are expected to log on to the simulation on a near daily basis. Groups should aim to send at least one message per day. Responsibility for messaging will be determined within groups in section, but all students should actively monitor the simulation throughout its duration. Your simulation participation will be evaluated by your online presence and by your own self-reporting through weekly required emails during the simulation.

ICONS Assignments: Several assignments are scheduled throughout the semester to prepare you for the simulation and reflect on your experience. The country worksheet will help you learn about your assigned country. The group strategy paper will allow your team to practice proposal writing and develop your group's strategy. During the simulation, your team will be evaluated on the quality of its proposals and adherence to simulation rules (attending conferences, responding to messages in a professional manner, representing your country accurately and finalizing proposals). Whether your proposal passes or fails is not included in your evaluation; adherence to your country's position is more important than simply passing something. Finally, students are expected to write an individual reaction paper after the conclusion of the simulation in order to reflect on the experience and apply course concepts.

Note: Work related to the ICONS simulation will involve group work, and a not-insignificant part 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 group-related problems you are experiencing.

In order to succeed in this class, you will need to do the following (at a minimum): (1) attend all lectures and discussion sections and show up on time – lecture and discussion content will be covered in the quizzes and final exam; (2) do the assigned readings for class; (3) pay attention to the news so you know what is going on in the world; and (4) be an active and reliable member of your ICONS group.

Grading Scale

A = 93-100	C = 73-76
A- = 90-92	C- = 70-72
B+ = 87-89	D+ = 67-69
B = 83-86	D = 63-66
B- = 80-82	D- = 60-62
C+ = 77-79	F = < 60

Course Policies and Expectations

1. Assignments that are turned in past the due date will be penalized **one letter grade per day** for each day or a fraction thereof that the assignment is late.
2. With respect to quizzes and exams, there will be **no make-up** unless: 1) there is an official excuse for having missed an exam (proper documentation is required); or 2) prior arrangement is made. Medical excuses will only be accepted with a doctor's note on official letterhead with a contact phone number.

3. Attendance is required in section and lecture. The professor reserves the right to give **unannounced quizzes** in both section and lecture if attendance or preparation is unsatisfactory.
4. Neither cheating nor plagiarism in any form will be tolerated. Infractions will be penalized in accordance with university policy, and may result in a **failing grade for the course**. Should you have any questions about what constitutes plagiarism, please do not hesitate to contact me via email or during office hours.
5. Cell phones and other such disrupting devices must be **turned off** before you enter the classroom. Laptops may be used to access course material as needed, but must be put away during classroom discussions. If you are checking your email or social media, you are not giving this course your full attention. If I see it, you will be considered “absent.”
6. Any student with disabilities/special needs or who will miss class due to a religious observance should contact me **during the first week of classes** so that the proper arrangements can be made.
7. I know that some students find class participation challenging. If you have particular concerns or anxieties about participating in class discussion, please talk to us about it **early** in the semester. I will gladly work with you over the course of the semester to make your participation less stressful and more effective. But I can only work with you to make that happen if we talk about your concerns and develop a strategy to respond to them.
8. For additional information on university-wide policies, including on topics of academic integrity, student conduct, sexual misconduct, discrimination, accessibility, attendance, absences, missed assignments, student rights regarding undergraduate courses, official UMD communications, midterm grades, complaints about final exams, copyright and intellectual property, final exams, course evaluations, and campus resources for students, please see the following link:
<http://www.ugst.umd.edu/courserelatedpolicies.html>

Note: The reasons for setting the above, seemingly strict, ground rules are to provide everyone with a **fair and honest** environment for academic pursuits.

Course Structure:

CLASS SESSION	TOPIC	ASSIGNMENT DUE
Fri., 1/26	Course Introduction and Syllabus Review	
Mon., 1/29	Conceptual Models	Allison, "Conceptual Models and the Cuban Missile Crisis"; Starkey, 1-40, 169-177
Fri., 2/2	<i>Discussion Section: Rationality</i>	<i>Haichin, "Pragmatic, Not Mad: The Rationality of North Korea's Weapons Program"</i>
Mon., 2/5	Preparing to Negotiate and Process Overview	Berridge, 27-67 and Malhotra "BATNA Basics"
Fri., 2/9	<i>Discussion Section: IWC Working Group Simulation</i>	<i>Read your country background information and rules</i>
Mon., 2/12	Context, Issues and Stakes	Starkey, 41-62, 97-120; Putnam "Diplomacy and Domestic Politics, the Logic of Two-Level Games"
Fri., 2/16	<i>Discussion Section</i>	<i>IWC Simulation Debrief</i>
Mon., 2/19	Process and Securing Outcomes	Starkey, 62-68; Berridge 68-95
Fri., 2/23	<i>Discussion Section</i>	➤ INDIVIDUAL COUNTRY WORKSHEET DUE (before section)
Mon., 2/26	Institutions of Diplomacy	Berridge, 101-167 and Bjola "The Ethics of Secret Diplomacy"
Fri., 3/2	<i>Discussion Section</i>	➤ QUIZ #1: NEGOTIATION PROCEDURES
Mon., 3/5	Cognition and Deception	Stein "Political Learning by Doing" ; Olekalns and Smith "Loose with the Truth"
Fri., 3/9	<i>Discussion Section: Misperception</i>	<i>Jervis "Hypotheses on Misperception" ; Spoelstra "Negotiation Traps"</i>
Mon., 3/12	Power and its Limits: Case Study Doha	Berridge 198-224; Steinberg, "In the Shadow of Law or Power?"

Fri., 3/16	<i>Discussion Section</i>	➤ GROUP PROPOSAL ASSIGNMENT DUE Nye, "Soft Power"; Wilson "Hard Power, Soft Power, Smart Power"
3/18 – 3/25 ☺ Spring Break ☺		
Mon., 3/26	Reintroduction To ICONS Coercion and Sanctions: Case Study South Africa	Starkey, 169-177 (Review); Pape "Why Economic Sanctions Still Do Not Work"; Haass et al Chapter 6. "Honey and Vinegar"
Fri. 3/30	<i>Discussion Section</i>	<i>Discuss Strategy Plan (See Document on ELMS); Review Team Proposals</i>
Mon., 4/2	Culture and Gender	Starkey, 83-94; LeBaron "Culture-Based Negotiation Styles"; McWilliams "Women at the Peace Table"
Thurs., 4/5 SIMULATION BEGINS		
Fri., 4/6	<i>Discussion Section: Country Team Meeting</i>	➤ QUIZ #2: ACTOR CHARACTERISTICS
Mon., 4/9	Third Parties in Negotiations: Track-Two Diplomacy	Berridge 251-265; Kaye, "Track Two Diplomacy and Regional Security in the Middle East"
Fri., 4/13	<i>Discussion Section: Country Team Meeting</i>	
Mon., 4/16	Nontraditional Actors	Pronin, et al "Bombing vs Negotiating"; Pape "The Strategic Logic of Suicide Terrorism"; Neumann "Negotiating With Terrorists"
Fri., 4/20	<i>Discussion Section: Country Team Meeting</i>	
Mon. 4/23	Peace Negotiations: Case Study: Dayton Accords	Mattes and Savun "Fostering Peace after Civil War: Commitment Problems and Agreement Design"; Stedman "Spoiler Problems in

		Peace Processes”; Curran “Two Paths to Peace”
Fri., 4/27	<i>Discussion Section:</i>	➤ QUIZ #3: DIPLOMATS AND THEIR NEGOTIATING PARTNERS
Fri., 4/27 SIMULATION CLOSES		
Mon. 4/30	Environmental Agreements: Case Studies: Ozone and Climate Change Regimes	Dimitrov “The Paris Agreement Behind Closed Doors” and Sprinz, Detlef and Vaahtoranta, “The Interest-Based Explanation of International Environmental Policy”
Fri., 5/4	<i>Discussion Section: Final Exam Review</i>	➤ INDIVIDUAL REACTION PAPER DUE
Mon. 5/7	Simulation Debrief, 21 st Century Diplomacy and Course Wrap-Up	Owen, “The Networked State and the End of 20 th Century Diplomacy” and Slaughter “How to Succeed in the Networked World”
DATE TBA	FINAL EXAM	FINAL EXAM (Room TBA)