

**Faculty of Economics and Political Science**

**International Negotiations**

**Information :**

**Course Code :** PSC 308

**Level :** Undergraduate

**Course Hours :** 3.00- Hours

**Department :** Department of Political Science

**Instructor Information :**

Title	Name	Office hours
Lecturer	Ayman Abdelaziz mohamed Salama	2

**Area Of Study :**

This course exposes students to the concept of international negotiations and the nature of international conflicts and crisis management. In this regard, the course tackles the roles and impacts of different levels of negotiations as well as understanding the roles of different parties of negotiation; the challenges and threats as well as the chances and tools they encounter and acquire in the negotiation and arbitration processes on the international front. This is conducted while focusing on different negotiation tactics and models of analysis such as the Game Theory, which includes the Prisoner's Dilemma as an example. This is carried out while empirically applying it on different case studies in order to critically analyze reality and current affairs of domestic, regional and international interests.

**Course Goals:**

1- Become aware of the theories and practice of international negotiations.

2- Comprehend and analyze the crucial issues handled by negotiation, on the regional and international levels.

**Description :**

This course exposes students to the concept of international negotiations and the nature of international conflicts and crisis management. In this regard, the course tackles the roles and impacts of different levels of negotiations as well as understanding the roles of different parties of negotiation; the challenges and threats as well as the chances and tools they encounter and acquire in the negotiation and arbitration processes on the international front. This is conducted while focusing on different negotiation tactics and models of analysis such as the Game Theory, which includes the Prisoner's Dilemma as an example. This is carried out while empirically applying it on different case studies in order to critically analyze reality and current affairs of domestic, regional and international interests.

**Course outcomes :**

**a. Knowledge and Understanding: :**

1 -	Define the historical traits and frameworks related to international negotiations, such as Egyptian-Israeli negotiations in the 1970s and 1980s.
2 -	Recognize the current affairs handled by negotiation on the regional and international level, such as Palestinian-Israeli negotiations.
3 -	Identify the importance of negotiation concepts such as game theory and decision trees.

**b. Intellectual Skills: :**

1 -	Employ a critical way of thinking about different negotiation processes.
2 -	Emphasize on understanding the issues tackled by international negotiation regionally and internationally, such as the Iranian nuclear program.

**c. Professional and Practical Skills: :**

1 -	Relate and connect between historical events and negotiation theories with contemporary political issues such as the Arab-Israeli conflict.
2 -	Employ gained knowledge in the analysis of a variety of case studies.
3 -	Illustrate the art of research and use of methodologies in essay writing.

**d. General and Transferable Skills: :**

1 -	Think systematically and construct logical arguments about different negotiation processes.
2 -	Evaluate sources of international news and their credibility.

**Course Topic And Contents :**

Topic	No. of hours	Lecture	Tutorial / Practical
Introductory Lecture and Course Outline	3	1	
Actor-Issue-Process: With Case Studies	3	1	
The Players: With Case Studies	3	1	
The Players: With Case Studies [Continued]	6	2	
Culture and International Business Negotiations	3	1	
Midterm Exam		1	
Issue Saliency + The Moves: With Case Studies	6	2	
The Taba Arbitration Case	3	1	
The Arab-Israeli Conflict (Part 1)	3	1	
The Arab-Israeli Conflict (Parts 2 and 3)	6	2	
The Iranian Nuclear Program	3	1	
Final Exam		1	

**Teaching And Learning Methodologies :**

Demonstration videos
Presentation
Simulations
Debates
Group discussion
Research Paper

**Course Assessment :**

Methods of assessment	Relative weight %	Week No	Assess What
Course Work (Attendance, Participation, Assignments, Quizzes, Research Paper) D	30.00		To assess understanding, and to assess theoretical background of the intellectual and practical skills.
Final Exam	40.00	15	To assess knowledge and intellectual skills.
Midterm Exam(s)	30.00	7	To assess professional skills.

**Periodicals :**

Dianna Panke, Dwarfs in International Negotiations: How Small States Make their Voices Heard, Cambridge Review of International Affairs, Vol. 25, No. 3, September 2012.