

UNITED STATES INTERNATIONAL UNIVERSITY

IRL 3200: NEGOTIATION AND MEDIATION

SEMESTER:

CREDIT: 3 UNITS

1. COURSE DESCRIPTION:

The course aims to introduce the students to a vibrant analysis of the pivotal role of negotiation and mediation in overall global diplomacy. The central focus is that research should delve into the negotiation and mediation as the most widely used means of conflict management rule making and decision making in international affairs. Consequently negotiation and mediation are approached not only as they concern tangible matters such as diplomatic relation, wars and material resources but also identify issues, rules and norms, and regime and relationship building for governance and conflict prevention.

2. COURSE OBJECTIVES:

- The central objective course therefore is to equip the students with basic tools of analysis for efficacy of negotiation and mediation by looking at underlying conditions, concepts and actors. Finally, since negotiation and mediation practice is undergoing fundamental changes with changing patterns of conflicts, it is envisaged that the student will understand and take cognizance of the new urgent issues on the global agenda, new actors and new emerging norms.

3. COURSE CONTENT:

Week one and two: INTRODUCTION TO THE STUDY OF NEGOTIATION AND MEDIATION:

At the end of the session students should be able to;

- Define negotiations
- Define mediation
- Who negotiates? Negotiators, mediators
- New players and old games
- Central actors
- Structure and process of negotiations.

Week Three and four: OBSTACLES TO NEGOTIATION AND MEDIATION

- At the end of the session the student should be able to understand

- Obstacles negotiations
- Negotiation stages
- Pre negotiation}
- Problem Solving}
- Bargaining and} *negotiations*
- Post agreement}

Week Five and Six: THE PROCESS AND CONTENT OF NEGOTIATION

- At the end of the session students should be able to:
- What drives the process of negotiation?
 - Dynamics power, interests and ethics
 - The role of Culture
 - What we mean by culture in negotiations
 - Negotiation and mediation in a regional context.

Week Seven and Eight: NEGOTIATING INTRACTABLE CONFLICT:

At the end of session students should be able to understand

- Specific ethnic and internal disputes
- Negotiation and mediation in age of Information and Technology.

Week Eight: Mid-Semester Exam

Week Nine and Ten: THIRD PARTY MEDIATION AND NEGOTIATION.

At the end of session students should be able to understand

- Basics of the Third-Party Mediation and Negotiation.
- Types of third-party Mediation and Negotiation.
- Types and Roles

Week Eleven and Twelve: ROLE OF VIOLENCE IN NEGOTIATION

At the end of session students should be able to understand:

- The role of violence in Negotiation.

Week Thirteen:

Term paper presentation

Simulation.

Discussion

"Can Negotiation Combat Terrorism"

Week Fourteen: Final Exam

READING LIST:

- a. International Negotiation
Actors, structures, processes and values-1999
Peter Berton, Hiroshi Kimura and I William Zartman.
- b. Breakthrough International Negotiation-2001
Micheal Watkins and Susan Rosegrant.
- c. Double edged Diplomacy: International Bargaining and Domestic Politics.
- d. Mediation in International Conflict: An overview of Theory, a Review of Politics.
Zartman, William, and J. Lewis Rasmussem- 2008 Rev.
- e. International Negotiation: Analysis, Approaches, Issues- 2002
Victor A. Kremenyuk.
- f. The Negotiation process and resolution of International Conflicts.
P. Terence Hopman- 2006 Rev.
- g. Negotiation Theory and Practice.
J. William Brestin and Jeffrey Z. Rubin.
- h. Negotiating a complex world: An Introduction to International Negotiation.
Brigid Starkey, Mark A. Boyer and Jonathan Wilkenfeld.

4. TEACHING METHODOLOGY:

The course will be conducted through lectures, dialogues, group discussion, written assignments, simulations, exercise and term paper presentations.

5. COURSE EVALUATION:

Your performance will be assessed as follows:

a) Class attendance and participation	:10%
b) Term Paper/ Assignment/ Simulation/ Discussion	:20%
c) Mid-Term Exam	:30%
d) Final Examinations	:40%
TOTAL	100%

GRADING:

Grades will be determined as follows:

MARKS	GRADES
90-100	A
87-89	A-
84-86	B+
80-83	B
77-79	B-
74-76	C+
70-73	C
67-69	C-
64-66	D+
62-63	D
60-61	D-
0-59	F (Fail)