



School of History, Philosophy, Political Science and International Relations

## Political Science and International Relations Programme

Trimester 2, 2008

### INTP360: SPECIAL TOPIC: INTERNATIONAL NEGOTIATION

**Course Coordinator:** Dr. Virginie Grzelczyk

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**Office Hours:** Tuesdays, Thursdays, 9am-11am and by appointment

**Lectures:** Tuesdays 4.10 – 5.00pm, Hugh Mackenzie Lecture Theatre 105 (HM105)  
Wednesday 4.10–5.00pm, Hugh Mackenzie Lecture Theatre 206 (HM206)

**Additional information:** All supplementary materials and additional information will be available on the course's Blackboard page (<http://blackboard.vuw.ac.nz/webapps/portal/frameset.jsp>)

#### Course Content:

From two warring parties discussing a cease-fire to someone purchasing a used car, or from states agreeing on acceptable level of CO<sup>2</sup> emission to friends deciding which movie to see on a Saturday night, negotiations occur just about every minute of every single day. But even though they are so common, negotiation patterns are complex processes that involve multiple actors holding diverging sets of preferences, stakes, limitations, as well as cultural and perception differences. Can we understand conditions under which negotiation patterns are successful?

The purpose of this course is to examine components of negotiation by focusing, at the international system level, on how states and non-state actors negotiate. As such, the course will provide a theoretical understanding of negotiation techniques, but will also be largely focused on in-class negotiation exercises, as well as case-study analyses in various areas of international politics such as arms control, trade, and the environment. At the end of the term, students will participate in a multilateral negotiation simulation that will span over several class periods.

This course will be simulation-based: a simulation is a role-play situation during which students receive specific confidential information and must decide of a course of action. Some simulations will involve students working in teams with other classmates, while other simulations just involve students being paired and negotiating with one another.

Two types of simulations will be utilized during the term:

- (1) Hands-on exercises: conducted over a class period and usually involving on-the-spot instructions, in-class negotiation and debriefing.
- (2) Multilateral negotiation simulation: conducted over three weeks at the end of the term, and mirroring a real-life political crisis involving states and non-state actors.

### Course Objectives:

- To familiarize students with negotiation techniques used in political settings and international crisis.
- To enable students to understand the role of states, organizations, and individuals engaged in diplomatic endeavours and conflict resolution mechanisms.
- To enable students to develop and expand critical thinking and practical skills through role-plays and simulations

### Assessment:

In-Class Exercises	worth <b>15%</b> of your total course mark
Quizzes	worth <b>15%</b> of your total course mark
Simulation	worth <b>10%</b> of your total course mark
Essay (3,000 words)	worth <b>20%</b> of your total course mark; due <u>8 October 2008</u>
Final Exam	worth <b>40%</b> of your total course mark

Participation will be assessed through **in-class exercises** that will be designed for students to apply negotiation techniques to international crises as well as specific situations, thus helping them to link theoretical readings to events occurring in the world.

**Three quizzes** will assess students' knowledge throughout the term. These will be held on **Tuesday 29 July**, **Wednesday 13 August**, and **Wednesday 24 September**. The quizzes will be given at the beginning of class, and will be composed of a series of true/false, fill in the blanks questions, multiple choice questions and short-answer questions.

An end-of-term **simulation** will reproduce a multiparty negotiation process. Students will be assigned specific country and policy roles, and will prepare position papers and strategy outlines. They will then act as negotiators during group and plenary negotiation sessions. Students are expected to prepare solidly and actively participate in the simulation (taking place on **October 1, 7 and 8**).

A **3,000 word essay** worth **20%** of the total course mark (due **Wednesday 8 October 2008**) will allow students to investigate in-depth a particular aspect of negotiation strategy, and will call upon their creativity and analytical skills.

A **three-hour examination** will require students to be cognisant of both the literature discussed in class and of the various case-studies analyzed. Students will be asked to answer a combination of multiple-choice questions focusing on facts, short-answer questions focusing on specific concepts and essay questions linking theories to practice. The date, time and venue of the final exam will be determined when the University completes its timetable during the second half of the trimester. The examination period runs from 17 October to 8 November 2008.

### Mandatory Course Requirements:

To pass this course each student must:

- Submit the written work specified for this course, on or by the specified dates (subject to such provisions as are stated for late submission of work).
- Sit the final exam at the end of the course

### Required Reading:

- Lewicki, Roy J., Bruce Barry and David M. Saunders. 2007. "Essentials of Negotiation." 4th Ed.: McGraw-Hill.
- Starkey, Brigid, Mark A. Boyer and Jonathan Wilkenfeld. 2005. "Negotiating a Complex World: An Introduction to International Negotiation." Lanham, MD: Rowman and Littlefield.

### Expected Workload

In accordance with Faculty Guidelines, this course has been constructed on the assumption that students will devote 16 hours per week to reading, writing, and researching material for this course. This includes the 2 hours seminar per week.

### Penalties

Students will be penalised for late submission of essays—a deduction of 5% for the first day late, and 2% **per day** thereafter, up to a **maximum of 8 days**. Work that is more than 8 days late can be accepted for mandatory course requirements but will not be marked. However, penalties may be waived if there are valid grounds, e.g., illness (presentation of a medical certificate will be necessary) or similar other contingencies. In such cases prior information will be necessary.

### Academic integrity and plagiarism

Academic integrity is about honesty – put simply it means *no cheating*. All members of the University community are responsible for upholding academic integrity, which means staff and students are expected to behave honestly, fairly and with respect for others at all times.

Plagiarism is a form of cheating which undermines academic integrity. The University defines plagiarism as follows:

*The presentation of the work of another person or other persons as if it were one's own, whether intended or not. This includes published or unpublished work, material on the Internet and the work of other students or staff.*

It is still plagiarism even if you re-structure the material or present it in your own style or words.

*Note: It is however, perfectly acceptable to include the work of others as long as that is acknowledged by appropriate referencing.*

Plagiarism is prohibited at Victoria and is not worth the risk. Any enrolled student found guilty of plagiarism will be subject to disciplinary procedures under the Statute on Student Conduct and may be penalized severely. Consequences of being found guilty of plagiarism can include:

- an oral or written warning
- cancellation of your mark for an assessment or a fail grade for the course
- suspension from the course or the University.

Find out more about plagiarism, and how to avoid it, on the University's website:

<http://www.victoria.ac.nz/home/study/plagiarism.aspx>

### GENERAL UNIVERSITY POLICIES AND STATUTES

Students should familiarise themselves with the University's policies and statutes, particularly the Assessment Statute, the Personal Courses of Study Statute, the Statute on Student Conduct and any statutes relating to the particular qualifications being studied; see the *Victoria University Calendar* available in hardcopy or under "about Victoria" on the Victoria homepage at:

[http://www.victoria.ac.nz/home/about\\_victoria/calendar\\_intro.html](http://www.victoria.ac.nz/home/about_victoria/calendar_intro.html)

Information on the following topics is available electronically under "Course Outline General Information" at: <http://www.victoria.ac.nz/home/about/newspubs/universitypubs.aspx#general>

- Academic Grievances
- Student and Staff Conduct
- Meeting the Needs of Students with Impairments
- Student Support

## Course Topics

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### I. Why We Negotiate

1. *Tuesday, July 8: Introduction*
    - Review of Course Outline, Policies and General Introduction to Negotiation
  2. *Wednesday, July 9*
    - Hands-on: "The Oil-Pricing Exercise"
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3. *Tuesday, July 15*
    - Lewicki, Chapter 1, "The Nature of Negotiation"
    - Starkey, Chapter 1, "Introduction"
  4. *Wednesday, July 16*
    - Hands-on: "Pakistani Prunes"
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### II. How We Understand Negotiation

5. *Tuesday, July 22*
    - Starkey, Chapter 2, "The Board"
  6. *Wednesday, July 23*
    - Starkey, Chapter 3, "The Players"
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7. *Tuesday, July 29*
    - **QUIZ 1**
    - Lewicki, Chapter 9, "Relationships in Negotiations"
  8. *Wednesday, July 30*
    - Lewicki, Chapter 11, "International and Cross-Cultural Negotiations"
    - Hands-on: "Alpha-Beta"
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9. *Tuesday, August 5*
    - Starkey, Ch 4, "The Stakes"
  10. *Wednesday, August 6*
    - Lewicki, Ch 4, "Negotiation: Strategy and Planning"
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11. *Tuesday, August 12*
    - Starkey, Ch 5, "The Moves"
  12. *Wednesday, August 13*
    - **QUIZ 2**
    - Hands-on: "Planning for Negotiations"
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## MID-SEMESTER BREAK: Monday 18 August to Friday 29 August

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### III. Negotiation Strategy and Intervening Variables

13. *Wednesday, September 3*

- Lewicki, Ch 2, "Strategy and Tactics of Distributive Bargaining"
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14. *Tuesday, September 9*

- Lewicki, Ch 3, "Strategy and Tactics of Integrative Negotiation"

15. *Wednesday, September 10*

- Lewicki, Ch5, "Perception, cognition and Emotion"
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16. *Tuesday, September 16*

- Lewicki, Ch6, "Communication"
- Hands-on: "Bestbooks / Paige Turner"

17. *Wednesday, September 17*

- Lewicki, Ch7, "Negotiation Power"
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18. *Tuesday September 23*

- Lewicki, Ch8, "Ethics"

19. *Wednesday, September 24*

- **QUIZ 3**
  - Starkey, Ch5, "Outcomes"
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### IV. Practical Approach to Negotiation

20. *Tuesday, September 30*

- Lewicki, Ch10, "Multiple Parties and teams"
- Lewicki, Ch12, "Best Practices in Negotiations"
- **Simulation Part 1**

21. *Wednesday, October 1*

- **Simulation Part 2**
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22. *Tuesday, October 7*

- **Simulation Part 3**

23. *Wednesday, October 8*

- **Essay Due**
  - Simulation Debriefing
  - Conclusions and Review Session
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