



STUDY PROGRAMME(S)

(1) EU International Relations and Diplomacy Studies

(2) Transatlantic Affairs

ACADEMIC YEAR

2023-24

SEMESTER

1

COURSE TITLE

International and EU Negotiation Analysis

COURSE PROFESSOR(S)

Francesco MARCHI

COURSE ASSISTANT(S)

Jovica JOVIC & Nicola RASPO

NATURE OF COURSE (COMPULSORY, OPTIONAL, ELECTIVE)

(1) Compulsory course

(2) Compulsory course

ECTS CREDITS

3.5

LANGUAGE OF INSTRUCTION

English

1. COURSE OBJECTIVES

Negotiation analysis constitutes a strategic skill for diplomats, civil servants, administrators and many other professional careers. Be it internally (with colleagues, team members, or hierarchy) or externally (with stakeholders, national administrations or international organisations), negotiation capabilities are likely to make a difference. This interactive course will help students to gain a better understanding of negotiators' behaviour and of central concepts in negotiation as they apply in the global context and in the European Union. It will also help them improve their ability to analyse negotiation situations and learn how to develop a toolkit of useful negotiation skills, strategies, and approaches adapted to work in the international and EU institutional context. The course draws on case studies from the field of EU external relations.

At the end of this course, the student will be able to:

- analyse international negotiation processes from a theoretical and practical perspective
- better understand negotiation processes in the European Union
- explain negotiation dynamics
- apply negotiation techniques.

2. LEARNING OUTCOMES

The course objectives tie in with the following learning outcomes of the programme **EU International Relations and Diplomacy Studies**:

1.1 The graduate masters the most important theoretical approaches and concepts of International Relations, EU Studies and Diplomacy Studies relevant for the analysis of the role of the European Union in international affairs.

2.1 The graduate can approach the field of national, European and international diplomacy analytically by



assessing the challenges in this domain with an open mind for diversity and for complex situations.

- 2.2 The graduate has the ability to critically reflect upon problems in international and European affairs, to adopt well-informed points of view and to communicate them effectively orally and in writing, whether working independently or in a team.
- 2.3 The graduate can independently formulate a research question within the field of European affairs, find, select and critically assess relevant sources, answer the question using typical concepts and methods and present the research results in line with the ethical rules of the discipline.
- 2.4 The graduate is capable of processing a large amount of information within a short period of time and to work efficiently and effectively through planning, organising, setting priorities and meeting deadlines.
- 2.5 The graduate has the intellectual maturity and skills to function responsibly and autonomously in a professional context at national, European or international level and the capacity of suggesting possible action that contributes to problem-solving in a creative way.
- 2.6 The graduate can apply the acquired skills in the analysis and conduct of multifaceted (international) negotiations, both independently and in diverse and multicultural teams.

The course objectives tie in with the following learning outcomes of the programme **Transatlantic Affairs**:

- 1.1 The graduate masters the most important theoretical approaches and concepts of, depending on his or her disciplinary focus, Economics, International Relations and Diplomacy Studies, Legal Studies and/or Political Science relevant for the analysis of transatlantic affairs.
- 2.1 The graduate can approach the field of transatlantic affairs in a broad sense analytically by assessing the challenges in this domain with an open mind for diversity and for complex situations.
- 2.2 The graduate has the ability to critically reflect upon problems regarding an extensive range of transatlantic affairs, to adopt well-informed points of view and to communicate them effectively orally and in writing, whether working independently or in a team.
- 2.3 The graduate can independently transform complex transatlantic issues into a research question within the broader field of transatlantic affairs and, depending on his or her disciplinary focus, find, select and critically assess relevant sources, answer the question using appropriate concepts and methods and present the research results in line with the ethical rules of the chosen discipline.
- 2.4 The graduate is capable of processing a large amount of information and appropriately analyse relevant sources depending on his or her disciplinary focus within a short period of time and of suggesting possible actions that contribute to problem-solving in a creative way.
- 2.5 The graduate has the intellectual maturity and skills to take responsibilities and function autonomously in a professional environment at national or international level, and especially in a transatlantic context, and to work efficiently and effectively through planning, organizing, setting priorities, meeting deadlines, cooperating across cultural boundaries and networking.

3. COURSE CONTENTS

Module 1: Understanding the key concepts and theories of negotiation

Module 2: How to prepare and conduct a negotiation in a team

Module 3: Distributive and integrative negotiations in the EU

Module 4: Negotiating and managing a delegation in a complex EU environment

Module 5: The external action of the EU in multilateral fora

Please refer to the intranet course page for access to the full course outline.



4. TEACHING METHOD

- The students will be divided into two groups for the course and have to attend the modules of their assigned group. Given the interactive nature of this course, attendance is required and attendance lists will be circulated for each group.
- Interactive lectures
- Simulation exercises in class
- Short written assignments (personal reflection) for each module
- Tutorial
- Exam research paper

5. COURSE MATERIAL

Please refer to the intranet course page for access to the detailed reading list (required and supplementary reading) and the slides.

6. EVALUATION

- Exam research paper (70%): 2,500-3,000 words
- Participation in class (20%)
- Short written assignment (10%)

In case of a second-session resit, a 2-hour (closed book) written exam will count for 100% of the mark.

Please refer to the intranet course page for access to further information and instructions.