



STUDY PROGRAMME(S)

(1) EU International Relations and Diplomacy Studies

(2) Transatlantic Affairs

ACADEMIC YEAR

2026-27

SEMESTER

1

COURSE TITLE

International and EU Negotiation Analysis

COURSE PROFESSOR(S)

Francesco MARCHI

COURSE ASSISTANT(S)

Matija Aron LOJPUR & Chiara GABBIANI

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 as well as between the European Union and third actors.
- 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 demonstrates advanced and critical mastery of the principal theoretical approaches and analytical concepts in their disciplinary focus (International Relations and Diplomacy Studies, Political Science, Regional Studies) or interdisciplinary focus and can apply them to the analysis of transatlantic affairs.
- 2.1 The graduate can analyse transatlantic affairs in a broad and multidisciplinary manner, assessing challenges in this domain with intellectual openness, sensitivity to diversity of perspectives, and the ability to understand and navigate complex and ambiguous situations.
- 2.2 The graduate is able to critically reflect on a wide range of issues in transatlantic affairs, to develop well-informed and evidence-based points of view, and to communicate these effectively, both orally and in writing, when working independently or collaboratively.
- 2.3 The graduate can independently transform complex transatlantic issues into a clear and feasible research question, find and evaluate relevant sources in line with their (inter-) disciplinary focus, apply appropriate concepts and methods, and present research results in accordance with the ethical standards of the field.
- 2.4 The graduate is capable of rapidly processing large volumes of information, critically analysing (inter-) discipline-relevant sources, and proposing creative, feasible, and analytically grounded solutions to problems within the field of transatlantic affairs.
- 2.5 The graduate has the intellectual maturity and professional skills to function autonomously and responsibly in national or international professional environments—particularly in transatlantic contexts—by planning and organising work effectively, setting priorities, meeting deadlines, cooperating across cultural and disciplinary boundaries, and building professional networks.

3. COURSE CONTENTS

Module 1: Understanding the key concepts and theories of political & international negotiation

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

Module 3: Distributive vs integrative negotiations: challenges and opportunity of AI

Modules 4 & 5: The multilateral complexity of international negotiations

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 mandatory.
- Interactive lectures
- Simulation exercises in class
- 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 (80%) to which the 'bounded use' of generative AI (as per art. 38 Study Regulations) applies
- Participation in class (20%)

Given the interactive nature of this course, full attendance is part of the assessment. Absences are only justified in case of a legitimate excuse. In case of many missed modules, a compensation task may be assigned to ensure achievement of the learning outcomes.

In case of a second-session resit or a justified absence in first session, students will be evaluated on the basis of a two-hour written exam.

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