

## STUDY PROGRAMME

European Interdisciplinary Studies, Natolin campus (Advanced Academic Master)

## YEAR

2018 - 2019

## COURSE TITLE

**International Negotiations**

## SEMESTER

2

## COURSE PROFESSOR(S)

LEMPEREUR Alain

## ACADEMIC ASSISTANT(S)

PUJSZO Pawel

## COURSE TYPE

Simulation Game

## MAJOR(S)

EPAP, EUW, EUN, EHC

## ECTS CREDITS

No ECTS

## CONTACT HOURS

10

## INDIVIDUAL STUDY TIME

## TUTORIALS

## COEFFICIENT

Not applicable

## LANGUAGE(S)

EN

## COURSE LEARNING OUTCOMES

This training examines how to integrate responsibility as a permanent drive in international negotiation, i.e. to care for people, to solve problems and to facilitate an empowering process.

### Learning Objectives for Participants

- Become better analysts of international negotiation
- Increase awareness about negotiation complexity and responsibility, in order to achieve fair and good deals and settlements
- Deal efficiently with demands, tensions, differences, and conflicts
- Improve relationships, with subordinates, peers, superiors, and all stakeholders
- Broaden negotiation repertoire
- Learn how to really learn from experience
- Assess personal negotiation approaches
- Set improvement goals

## RECOMMENDED PREPARATION

None.

## TEACHING METHOD(S)

Simulation, class discussions, readings, lectures.

## ASSESSMENT METHOD AND CRITERIA

Not applicable.

## COURSE CONTENTS

High-level officials negotiate all the time, and they need to do so responsibly. This course aims at improving participants' analytical and interpersonal skills in their international negotiations, and make sure they do first things first. It is important they prepare before action, to build a sound strategy and strong coalitions. They must also reinforce relationships and trust, internally through the mandate, and externally with the representatives of other partner organisation or states, before any other action. Negotiating the process and agenda is needed before addressing the

problems and seeking solutions. In a meeting, negotiators must also communicate effectively, using active perception before persuasion. They also need to identify common platforms with others, before they express their own demands. In other words, participants will become more aware of how they can behave more responsibly in international negotiation contexts.

**COURSE MATERIALS** (readings and other learning resources/tools)

Readings, including the book *The First Move. A Negotiator's Companion*.

For details, see course schedule (per session) and bibliography.