

Theory and Practice of International Negotiation

Syllabus

12.09.2011

1 Course Description

Negotiations are an important element of international politics. While negotiations sometimes lead to very successful agreements others are never concluded. In this class we will introduce several analytical tools to understand international negotiations. Major focus of the analysis are institutional and procedural aspects of negotiations, the interconnectedness of international and national level and the role of negotiators. We will use the analytical tools to assess several current and historical examples of international negotiations. A good understanding of math is a prerequisite for the understanding of the game-theoretical models we cover in class.

2 General Information

Dates

Tuesday, 5.15-6.45pm

Room: A5,6 B143

Start: 12. September 2011

End: 06. Dezember 2011

Address

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Office Hours: Tuesday, 3.30-4.30pm and on appointment

To earn the 5 ECTS points you have to fulfill the following requirements::

1. *Active participation in class.* Class attendance is mandatory. In case of sickness it is your responsibility to contact me *before* the class starts.
2. *Presentation.* Each class is assigned a certain negotiation. This negotiation will be presented by one of you in 10-15 minutes. Presentations will be at the beginning of each class. The goal is to get an overview over some important negotiations. The following questions should be tackled:
 - Who are the major actors, i.e., who's negotiating?
 - Why negotiations? Which goal is to be attained by the negotiation? Which problem is supposed to be solved?
 - What are the actor's interests? Where are the lines of conflict? Were there coalitions?
 - Which process did the negotiations follow?
 - What is the outcome of the negotiation?
 - Who, in your opinion, got the most out of it and why?
3. *Exposé.* On 25 October 2011 I expect a short Exposé (one page). Preferred way of handing it is in mail. I want you to explicate the research question you are going to answer in your term paper and how you intend to answer it. I will then give you comments on the draft.
4. *Term paper.* The term paper should be 12-15 pages. You can write the paper either in English or in German. It is due on 11 December 2011 and has to be sent as a pdf by mail.

The paper version can be handed in in the following week until 18 December 2011. The topic needs my approval. You choose an international negotiation and analyze it using one or many of the theories we covered in class.

Grading

Your grade will be a weighted average of: Term paper (70%), Presentation (20%) and Participation (10%).

3 General Literature

Fisher, Roger, und William L. Ury. 2003. *Getting to Yes: Negotiating an agreement without giving in*. 2. Aufl. Random House UK.

Kremenyuk, Victor A. 2002. *International Negotiation: Analysis, Approaches, Issues*. 2. Aufl. John Wiley & Sons.

Raiffa, Howard. 1982. *The Art and Science of Negotiation*. Cambridge, Massachusetts: Belknap Press.

Raiffa, Howard, John Richardson, und David Metcalfe. 2007. *Negotiation Analysis: The Science and Art of Collaborative Decision Making*. Cambridge Massachusetts: The Belknap Press.

Ury, William. 1991. *Getting Past No: Negotiating in Difficult Situations*. New York: Random House.

Iklé, Fred C. 1968. *How Nations Negotiate*. 2. Aufl. Santa Barbara: Praeger University Series

4 Seminar Sessions

Session 1: Introduction and organizational issues (13.09.2011)

Session 2: Overview and approaches (20.09.2011)

Raiffa, Howard. 1982. *The Art and Science of Negotiation*. Cambridge, Massachusetts: Belknap Press. Chapter 2: *Some Organizing Questions*. Seite 11-19.

Odell, John S. 2010. *Three islands of knowledge about negotiation in international organizations*. *Journal of European Public Policy* 17(5):619-632

Iklé, Fred C. 1968. *How Nations Negotiate*. Santa Barbara: Praeger University Series. Kapitel 3: *Five Objectives*. Seite 26-42.

Presentation: The 2+4 treaty negotiations

Session 3: Bargaining I - Nash und BATNA (27.09.2011)

Osborne, Martin J. 2003. *An Introduction to Game Theory*. Oxford: Oxford University Press. Kapitel 16: *Bargaining*. Seite 481-488.

Fisher, Roger, und William L. Ury. 2003. *Getting to Yes: Negotiating an agreement without giving in*. 2. Aufl. Random House UK. Kapitel 6: *What if they are more powerful?*. Seite 101-111.

Hoekman, Bernard/Vines, David. 2007. *Multilateral trade cooperation: What next?*. *Oxford Review of Economic Policy* 23(3):311-334.

Presentation: The Cuba Crisis negotiations 1962

Session 4: Bargaining II - Rubinstein (04.10.2011)

Osborne, Martin J. 2003. *An Introduction to Game Theory*. Oxford: Oxford University Press. Kapitel 16: *Bargaining*. Seite 465-492.

Muthoo, Abhinay. 2000. *A Non-Technical Introduction to Bargaining Theory*. *World Economics* 1(2): 145-166.

Presentation: The negotiations between Germany and the Sowjet Union 1955 (Adenauers Moskau Reise)

Session 5: Two-level games and the Schelling Conjecture (11.10.2011)

Putnam, Robert D. 1988. *Diplomacy and Domestic Politics: The Logic of Two-Level Games*. *International Organization* 42(3): 427-460.

Schelling, Thomas C. 1960. *The Strategy of Conflict*. Oxford: Oxford University Press. Chapter 2: *An Essay on Bargaining*. Seite 21-52.

Presentation: The European Defense Community (EVG) negotiations

Session 6: Bilateral Negotiations (18.10.2011)

Hopmann, P. Terrence. 2002. *Strategic Arms Control Negotiations: SALT and START*. In: Avenhaus, Rudolf/Kremenjuk, Viktor/Sjöstedt, Gunnar (Hrsg.). 2002. *Containing the Atom: International Negotiations on Nuclear Security and Safety*. Lanham: Lexington Books. Seite 31-71.

Presentation: The NATO Double-Track Decision negotiations (NATO Doppelbeschluss 1979)

Session 7: Multilateral Negotiations (25.10.2011)

Hoekman, Bernard/Kostecki, Michel M. 2009. *The Political Economy of the World Trading System. The WTO and Beyond*. Oxford: Oxford University Press. Kapitel 4: *Negotiating Forum*. Seite 131-183.

Narlikar, Amrita. 2005. *The WTO*. Oxford: Oxford University Press. Kapitel 3: *Decision-making and negotiation processes*. Seite 42-59.

Presentation: The GATT Uruguay Round

Holiday - No Session on 01.11.2011

Session 8: The eastern enlargement of the EU (08.11.2011)

O'Brennan, John. 2006. *The eastern enlargement of the European Union*. London: Routledge. Part I: *The unfolding of Eastern Enlargement*. Seite 11-52.

Presentation: The EC accession negotiations with Great Britain

Session 9: Negotiation tactics in the EU (15.11.2011)

Dür, Andreas/Mateo, Gemma. 2010. *Choosing a bargaining strategy in EU negotiations: power, preferences, and culture*. *Journal of European Public Policy* 17(5): 680-693.

Dür, Andreas/Mateo, Gemma. 2010. *Bargaining Power and Negotiation Tactics: The Negotiations on the EU's Financial Perspective 2007-13*. *Journal of Common Market Studies* 48(3): 557-578.

McKibben, Heather Elko. 2010. *Issue characteristics, issue linkage, and states' choice of bargaining strategies in the European Union*. *Journal of European Public Policy* 17(5): 694-707.

Presentation: The Kyoto protocol negotiations

Session 10: Leadership and negotiations (22.11.2011)

Tsebelis, George/Proksch, Sven-Oliver. *The Art of Political Manipulation in the European Convention*. *Journal of Common Market Studies* 45(1):157-186

Kleine, Mareike. 2007. *Leadership in the European Convention*. *Journal of European Public Policy* 14(8):1227-1248.

Niemann, Arne/Mak, Jeannette. 2010. *(How) do norms guide Presidency behaviour in EU negotiations?*. *Journal of European Public Policy* 17(5):727-742.

Presentation: The negotiations regarding the basic treaty (Grundlagenvertrag) between the Federal Republic of Germany and the German Democratic Republic 1972.

Session 11: Negotiation and War (29.11.2011)

Powell, Robert. 2002. *Bargaining Theory and International Conflict*. Annual Review of Political Science 5:1-30.

Wagner, Harrison R. 2000. *Bargaining and War*. American Journal of Political Science 44(3):469-484.

Werner, Suzanne. 1998. *Negotiating the Terms of Settlement. War aims and bargaining leverage*. The Journal of Conflict Resolution 42(3):321-343.

Presentation: The Westfalian Peace

Session 12: Conflict resolution (05.12.2011)

Gent, Stephen E./Shannon, Megan. 2010. *The Effectiveness of International Arbitration and Adjudication: Getting into a Bind*. The Journal of Politics 72(2):366-380.

Allee, Todd L./Huth, Paul K. 2006. *Legitimizing Dispute Settlement: International Legal Rulings as Domestic Political Cover*. American Political Science Review 100(2):219-234.

Presentation: The Camp David I negotiations 1978