

DIPLOMACY AND INTERNATIONAL NEGOTIATIONS

Fall 2013 POL 4457g/9712

Tuesdays 9:30-11:20 a.m.

4105 Social Sciences Centre

Pre-requisites: POL 2231 or IR 2701

Anti-requisites: POL 4201/POL 9746

Prof. Radoslav Dimitrov

Office: 4219 Social Sciences

Mon, Thu 10 - 12 a.m.

Tel. (519) 661-2111 ext. 85023

Email: rdimitro@uwo.ca

Course description The course explores the practice of United Nations diplomacy and international negotiations. Topics include: national foreign policy institutions, international treaty-making processes, UN diplomatic protocol of conduct, organization and logistics of negotiations, power and influence in IR, and intercultural communication. We will examine how process affects outcomes in diplomacy and explore the role of power, argumentation strategy, language and translation, cultural differences in communication, and domestic politics. Students will engage in classroom simulations and develop expertise in multilateral negotiations. The course draws on the instructor's 15 years of experience in UN diplomacy, as member of the European Union delegation in climate change negotiations and UN rapporteur.

Course objectives and outcomes

Students have the opportunity to: 1) Develop factual knowledge of international diplomatic relations; 2) Refine skills at political analysis and ability to synthesize ideas and factual information; and 3) Gain practical experience in negotiations.

By the end of this course, students will be able to:

1. Demonstrate knowledge of foreign policy institutions
2. Describe the role, functions, and constraints of international institutions, and the structure and powers of the United Nations Organization
3. Show in-depth knowledge of diplomatic protocol, the treaty-making process and the conduct of international negotiations
4. Apply knowledge and gain practical experience in multilateral negotiations on international policy, through extensive and realistic simulations
5. Understand and debate political, economic and social factors that shape international diplomacy, and
6. Engage in critical reading, identify contributions of academic scholarship, and critically assess academic claims and methods of inquiry.

Students who pass the course with 90 or above, will also be prepared to:

7. Participate on Canadian delegations to UN conferences, and
8. Engage professionally in multilateral negotiations

Required readings

Book: Brigid Starkey, Mark A. Boyer and Jonathan Wilkenfeld, *International Negotiation in a Complex World* (Rowman and Littlefield 2010). UWO Library price: \$33

Readings also include book chapters placed on Weldon library reserve and journal articles in electronic format on Sakai (<http://owl.uwo.ca>). Students need to complete the readings for each class period prior to class, and develop a grasp of the material sufficient to raise questions and engage in substantive class discussions.

Grade distribution

Undergraduate students:	Graduate students:
Research paper 25%	Participation 30%
Simulation 25%	Simulation 20%
Participation 25%	Research paper 30%
Quiz 25%	Presentation 20%

ASSIGNMENTS

Simulation

We will conduct a classroom simulation of international negotiations. Students will role-play state diplomats representing governments and will negotiate an agreement, following official UN procedures. The purpose is to learn experientially about diplomacy and encounter first-hand the obstacles to international cooperation. Detailed instructions will be posted on OWL Sakai in the Simulation folder.

Research paper

Students will research and produce a case study of 10-15 pages on a specific case of international negotiations. Your paper needs to recount the history of international negotiations on a specific issue in international relations. The exact empirical case is of your own choice. Please make an appointment to see me for consultation and obtain approval of your topic before starting the work. The paper needs to contain a problem description, the history of talks, positions of key countries, the exact outcome of negotiations, and the explanatory factors that shaped it. Graduate student papers need to include, in addition, a literature review.

ATTENTION: All written assignments should be double-spaced, font Times New Roman size 12, and 1-inch margins. See Appendix for detailed research paper guidelines.

Presentations (graduate students only)

You will prepare and deliver a 30-minute classroom presentation on an empirical case of diplomacy and negotiations/mediation. The case is of your choice, presumably the same as in the research paper. The mark will be based on: the scope and depth of background preparation, the argument's clarity and justification, and your ability to respond to counterarguments.

CONSULTATIONS

Office hours provide students with a good opportunity to discuss issues and deepen understanding of course material. I encourage you to talk to me throughout the year about course content and expectations. If you have special needs, medical or family emergencies, please let me know and we will make appropriate arrangements.

STUDENTS WITH DISABILITIES

The University of Western Ontario seeks to provide equal access to its programs, services and activities for people with disabilities. If you need accommodations in this class, please give prior notice to the instructor to make arrangements for accommodations.

COURSE CALENDAR

SEPT. 9

INTRODUCTION

Scope and content of course, significance of topic and course expectations. What will I learn, why does it matter, and how difficult will it be?

Miquel Muñoz, Rachel Thrasher and Adil Najam, "Measuring the negotiation burden of multilateral environmental agreements," *Global Environmental Politics* 9(4):1-13. [Sakai]

SEPT. 16

DIPLOMATIC RELATIONS

Grad students: Sign up for presentations

Raymond Cohen, "Diplomacy through the Ages," in *Diplomacy in a Globalizing World*, edited by Pauline Kerr and Geoffrey Wiseman (Oxford University Press 2013).

Brian Hocking, "The Ministry of Foreign Affairs and the National Diplomatic System," in *Diplomacy in a Globalizing World*, edited by Pauline Kerr and Geoffrey Wiseman (Oxford University Press 2013).

SEPT. 23

MULTILATERAL DIPLOMACY

Geoffrey Wiseman and Soumita Basu, "The United Nations," in *Diplomacy in a Globalizing World*, edited by Pauline Kerr and Geoffrey Wiseman (Oxford University Press 2013).

Graduate students only: Cecilia Albin and Ariel Young, "Setting the Table for Success – or Failure? Agenda management in the WTO," *International Negotiation* 17 (2012) 37-64.

SEPT. 30

TREATY NEGOTIATIONS

Daniel Bodansky, "Negotiating Agreements," chapter 8 in *The Art and Craft of International Environmental Law* (Harvard University Press 2010). [Weldon library reserve](#)

Starkey, Boyer and Wilkenfield, Chapters 1 and 2

OCTOBER 7

TREATY NEGOTIATIONS II

Starkey et al. Chapters 3 and 4

OCT. 14

TREATY NEGOTIATIONS III

Starkey et al. Chapters 5 and 6

Putnam, Robert D. "Diplomacy and Domestic Politics: The Logic of Two-Level Games." *International Organization* 42 (1988): 427-60.

OCT. 21 **CLIMATE CHANGE NEGOTIATIONS**

Radoslav S. Dimitrov, "Inside UN Climate Negotiations: The Copenhagen Conference," *Review of Policy Research* no. 7 (November 2010). (Sakai)

Joanna Depledge, "Negotiating Arenas," chapter 9 in *The Organization of Global Negotiations* (Earthscan 2005). Available as an electronic book; [read it online through Weldon library catalogue.](#)

OCT. 28 DIPLOMACY AND INTERCULTURAL COMMUNICATION

Quiz William H. Reuelo and John L. Graham, *Global Negotiation: The New Rules* (Palgrave 2008). Read chapter 4 "Cultural differences in negotiation style" (pp. 69-89) and chapter 12, "The Chinese negotiation style" (pp. 217-229). [Weldon library reserve](#)

Perspective from a French diplomat: Gilles Andreani, "Negotiating with Savoir Faire: Twelve Rules for Negotiating with the United States," pp. 279-292 in Richard H. Solomon and Nigel Quinney, *American Negotiating Behavior* (New York: US Institute of Peace 2010). Library reserve

NOV. 4 **SIMULATION: NEGOTIATING THE INTERNATIONAL CRIMINAL COURT**

International law Commission. 1994. Draft Statute of an International Criminal Court

Fanny Benedetti and John L. Washburn, "Drafting the International Criminal Court Treaty," *Global Governance* 5 (1999), **read only pages 1-26**

NOV. 11 **SIMULATION (continued)**

NOV. 18 **THE INTERNATIONAL CRIMINAL COURT**

Fanny Benedetti and John L. Washburn, "Drafting the International Criminal Court Treaty," *Global Governance* 5 (1999), **read only pages 26-37**

Philippe Kirsch and Valerie Oosterveld, "Negotiating an Institution for the 21st Century: Multilateral Diplomacy and the International Criminal Court", 46(4) *McGill Law Journal* (2001) 1141-1160. Sakai.

NOV. 25 **GREAT POWERS IN DIPLOMACY**

Research paper due Knud Erik Jorgensen, "The European Union in Multilateral Diplomacy," *The Hague Journal of Diplomacy* 4 (2009) pp. 189-209.

Chen Zhimin, "US Diplomacy and Diplomats: A Chinese View," *The Hague Journal of Diplomacy* 6 (2011) pp. 277-297.

Mark A. Boyer et al. 2009. Gender and Negotiation: Some Experimental Findings from an International Negotiation Simulation. *International Studies Quarterly* 53, 23-47.

Radoslav S. Dimitrov, "The politics of persuasion," chapter in *Handbook of Global Environmental Politics* edited by Peter Dauvergne (Edward Elgar 2012), pp. 72-86. Library reserve

Carola Betzold, "Borrowing Power to Influence International Negotiations," *Politics* vol. 30, no. 3 (2010), 131-148

(Graduate) Statement of Academic Offences

Scholastic offences are taken seriously and students are directed to read the appropriate policy, specifically, the definition of what constitutes a Scholastic Offence, at the following Web site:
http://www.uwo.ca/univsec/handbook/appeals/scholastic_discipline_grad.pdf