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
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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

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

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

<table>
<thead>
<tr>
<th>Undergraduate students:</th>
<th>Graduate students:</th>
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<tbody>
<tr>
<td>Research paper 25%</td>
<td>Participation 30%</td>
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<tr>
<td>Simulation 25%</td>
<td>Simulation 20%</td>
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<tr>
<td>Participation 25%</td>
<td>Research paper 30%</td>
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<tr>
<td>Quiz 25%</td>
<td>Presentation 20%</td>
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ASSIGNMENTS

Simulation
We will conduct a classroom simulation of international negotiations. Students will role-play state diplomats representing governments and will negotiate an agreements, 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?


### Sept. 16

**Diplomatic Relations**

Grad students: Sign up for presentations


### Sept. 23

**Multilateral Diplomacy**


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**


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

CLIMATE CHANGE NEGOTIATIONS


DIPLOMACY AND INTERCULTURAL COMMUNICATION

Quiz


SIMULATION: NEGOTIATING THE INTERNATIONAL CRIMINAL COURT


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

SIMULATION (continued)

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


GREAT POWERS IN DIPLOMACY

Research paper
due


DECEMBER 2  POWER AND INFLUENCE


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


(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