

**DIPLOMACY AND INTERNATIONAL NEGOTIATIONS**

POL 4457g/9712 (Fall 2013)

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

Location: 4105 Social Sciences

Prof. Radoslav Dimitrov

Office: 4219 Social Sciences

Mon, Thu 10 a.m. - 12 p.m.

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**Course description** The course explores the practice of United Nations diplomacy and international negotiations. It draws on the instructor's twelve years of experience in UN diplomacy, as member of the European Union delegation in climate negotiations. Topics include: foreign policy agencies, treaty-making processes, UN diplomatic protocol, organization and logistics of negotiations. We will examine how process affects outcomes in diplomacy and explore the role of power, argumentation strategy, language, cultural differences in communication, and domestic politics. Students will engage in classroom simulations, role-play diplomats and gain experience in multilateral negotiations.

**Course objectives and outcomes**

The course is designed to be demanding and rewarding. Students have the opportunity to achieve the following objectives: 1) Build your factual knowledge of international diplomatic relations; 2) Refine your skills at political analysis and ability to synthesize ideas and facts; and 3) Gain practical experience in negotiations. The course promotes progress toward Ontario Degree Level Expectations:

- \* Breadth and depth of knowledge;
- \* Application of knowledge;
- \* Communication skills;
- \* Awareness of limits of knowledge; and
- \* Autonomy and professional capacity.

Pre-requisites: POL 2231 or IR 2701

Anti-requisites: POL 4201/POL 9746 (United Nations Issues)

**Required readings**

Book: G. R. Berridge, *Diplomacy: Theory and Practice* (Palgrave 2010, fourth edition). Available at UWO Bookstore for \$41.

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:

Reading diary 25%

Simulation 25%

Participation 25%

Final exam 25%

Graduate students:

Participation 30%

Simulation 20%

Research paper 30%

Presentation 20%

**ASSIGNMENTS****Reading diary**

Please keep a journal summarizing assigned readings. The summary of each journal article or book chapter should be 1 single-spaced page that contains the following: title, topic, key

analytical points, and key relevant facts. Particular care is required in accurately summarizing the main analytical points.

**Participation** This is not a lecture course. The emphasis is on substantive discussions of the ideas, concepts and arguments in the readings. Active student participation in these discussions is therefore important and will constitute 25% of the course grade.

### **Simulations**

We will conduct classroom simulations of international negotiations. Students will role-play state diplomats and negotiate agreements, following official UN procedures. The purpose is to learn experientially about diplomacy and encounter first-hand the obstacles to international cooperation. Detailed instructions are posted on OWL Sakai (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 you with a good opportunity to discuss issues and deepen your 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 work it out.

### **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.

**SUPPORT SERVICES** Students who are in emotional/mental distress should refer to Mental Health@Western <http://www.uwo.ca/uwocom/mentalhealth/> for a complete list of options about how to obtain help.

## COURSE CALENDAR

### SEPTEMBER 10 INTRODUCTION

*Sign up for simulation*

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?

G. R. Berridge, *Diplomacy: Theory and Practice* (Palgrave 2010). Read introduction

### SEPT. 17 DIPLOMATIC RELATIONS

*Grad students: Sign up for presentations.*  
Attendance mandatory

G. R. Berridge, *Diplomacy: Theory and Practice* (Palgrave 2010). Read chapters 1, 7, 8, 14 and 15: “The Ministry of Foreign Affairs,” “Embassies,” “Consulates,” “Special Missions” and “Mediation”

### SEPT. 24 SIMULATION: INTERNATIONAL RESPONSE TO THE SYRIA CONFLICT

Andrew Tabler, “Syria’s Collapse – and how Washington Can Stop It,” *Foreign Affairs* July/August 2013

Richard Price, “No Strike, No Problem: the Right Way to Nurture a Norm,” *Foreign Affairs* September 5, 2013

Michael S. Doran and Salman Shaikh, “Syria: The Ghosts of Hama,” in *The Arab Awakening* edited by Kenneth Pollack et al. (The Brookings Institution 2011). Weldon Library reserve

### OCTOBER 1 UNITED NATIONS CONFERENCES

Berridge, chapters 9-12: “Conferences,” “Summits,” “Public Diplomacy” and “Telecommunications”

### OCTOBER 8 TREATY NEGOTIATIONS

Berridge, *The Art of Negotiation*. Read chapters 2 and 3:

- “Prenegotiations,”
- “Around the Table Negotiations”

Fanny Benedetti and John L. Washburn, “Drafting the International Criminal Court Treaty,” *Global Governance* vol. 5, no. 1 (1999), 1-37.

**OCTOBER 15 TREATY NEGOTIATIONS II**

*Sign up for simulation*

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](#).

James Goodby, "Eight Negotiations – Seventeen Lessons," *International Negotiation* vol. 17 no. 2 (2012), pp. 213-236.

**OCTOBER 22 TREATY NEGOTIATIONS III**

Berridge, *The Art of Negotiation* (Part I). Read chapters 4, 5 and 6:

- "Diplomatic Momentum"
- "Packaging Agreements," and
- "Following up"

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

**OCTOBER 29 THE INTERNATIONAL CRIMINAL COURT**

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.

Re-read Fanny Benedetti and John L. Washburn, "Drafting the International Criminal Court Treaty," *Global Governance* vol. 5, no. 1 (1999), 1-37.

**NOVEMBER 5 SIMULATION: CLIMATE CHANGE NEGOTIATIONS**

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

**NOVEMBER 12 SIMULATION (continued)**

*Reading diary due*

Readings to be assigned

**NOVEMBER 19 CLIMATE CHANGE NEGOTIATIONS**

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

**NOVEMBER 26      DIPLOMACY AND INTERCULTURAL COMMUNICATION**

*Graduate  
students  
research paper  
due*

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

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). [Perspective from a French diplomat]

**DECEMBER 3      POWER AND INFLUENCE**

David Kaye, “Stealth Multilateralism: U.S. Foreign Policy Without Treaties,” *Foreign Affairs* September/October 2013, 113-124.

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

## APPENDIX

**RESEARCH PAPER GUIDELINES**

Papers should be typed, double-spaced, font Times New Roman, size 12, with 1-inch margins on all four sides. Please insert page numbers. The papers are to be organized in sections with their own subtitles. A bibliographical list of sources that you have used and in-text references to each of these sources are required.

Evaluation criteria reflects the following components of an excellent research paper in social sciences:

- 1) **Clear central argument:** What is my overarching point?
- 2) **Logic of analysis:** a logical progression of analytical steps building the argument. What type of evidence do I need for a persuasive argument?
- 3) **Solid empirical support** of the argument(s) is of central importance. What are the facts that lead to my conclusion?
- 4) **Clear and visible structure:** introduction, subtitled sections forming a chain of arguments, and conclusion. Dividing the paper in titled subsections is important.
- 5) **Style and language:** rich vocabulary, readability, correct grammar and spelling, no colloquialisms or slang.
- 6) **Bibliographic support:** The research paper needs to draw on respected sources of information: books, journal articles, mainstream news outlets, government documents and official policy reports from international organizations. Plan on a minimum of six published books and/or journal articles.

**References:** At the end of your paper, please list ALL sources of information that you have used during your research. Please follow the format of the American Political Science Association Style Manual (available online). **In-text references:** When you present concrete information, please refer to the original source in parentheses. For published sources, indicate author's last name, year of publication, and page numbers (Keohane 2009, p. 24). Such reference should be provided after direct quotes (marked with quotation marks) and after specific factual information found elsewhere.

NO ENDNOTES PLEASE, just footnotes. References to Internet sources should be made in footnotes and include the website's name and exact Internet address. For instance: "Iran, Saudi Arabia Fight Proxy War in Syria," Deutsche Welle, Aug. 27, 2012. Available at: <http://www.dw.de/dw/article/0,,16176531,00.html>

**Evaluation criteria**

Below is a sample of the evaluation sheet you will receive with your graded paper. Further information about the evaluation criteria will be given in class.

## RESEARCH PAPER FEEDBACK

Student:

Prof. Rado Dimitrov

	<b>Research</b>	<b>Analysis &amp; argument</b>	<b>Language and style</b>	<b>References</b>
Excellent				
Good				
Decent				
Lacking				

**MARK:**

COMMENTS:

**APPENDIX TO UNDERGRADUATE COURSE OUTLINES  
DEPARTMENT OF POLITICAL SCIENCE**

**Prerequisite checking - the student's responsibility**

"Unless you have either the requisites for this course or written special permission from your Dean to enroll in it, you may be removed from this course and it will be deleted from your record. This decision may not be appealed. You will receive no adjustment to your fees in the event that you are dropped from a course for failing to have the necessary prerequisites."

**Essay course requirements**

With the exception of 1000-level courses, most courses in the Department of Political Science are essay courses. Total written assignments (excluding examinations) will be at least 3,000 words in Politics 1020E, at least 5,000 words in a full course numbered 2000 or above, and at least 2,500 words in a half course numbered 2000 or above.

**Use of Personal Response Systems ("Clickers")**

"Personal Response Systems ("clickers") may be used in some classes. If clickers are to be used in a class, it is the responsibility of the student to ensure that the device is activated and functional. Students must see their instructor if they have any concerns about whether the clicker is malfunctioning.

Students must use only their own clicker. If clicker records are used to compute a portion of the course grade:

- the use of somebody else's clicker in class constitutes a scholastic offence,
- the possession of a clicker belonging to another student will be interpreted as an attempt to commit a scholastic offence."

**Security and Confidentiality of Student Work** (refer to current *Western Academic Calendar* (<http://www.westerncalendar.uwo.ca/>))

"**Submitting or Returning Student Assignments, Tests and Exams** - All student assignments, tests and exams will be handled in a secure and confidential manner. Particularly in this respect, leaving student work unattended in public areas for pickup is not permitted."

**Duplication of work**

Undergraduate students who submit similar assignments on closely related topics in two different courses must obtain the consent of both instructors prior to the submission of the assignment. If prior approval is not obtained, each instructor reserves the right not to accept the assignment.

**Grade adjustments**

In order to ensure that comparable standards are applied in political science courses, the Department may require instructors to adjust final marks to conform to Departmental guidelines.

**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/scholoff.pdf>."



## Submission of Course Requirements

ESSAYS, ASSIGNMENTS, TAKE-HOME EXAMS **MUST** BE SUBMITTED ACCORDING TO PROCEDURES SPECIFIED BY YOUR INSTRUCTOR (I.E., IN CLASS, DURING OFFICE HOURS, TA'S OFFICE HOURS) OR UNDER THE INSTRUCTOR'S OFFICE DOOR.

THE MAIN OFFICE DOES NOT DATE-STAMP OR ACCEPT ANY OF THE ABOVE.

Note: Information excerpted and quoted above are Senate regulations from the Handbook of Scholarship and Academic Policy. <http://www.uwo.ca/univsec/handbook/>

Students registered in Social Science should refer to <http://counselling.ssc.uwo.ca/> <http://counselling.ssc.uwo.ca/procedures/havingproblems.asp> for information on Medical Policy, Term Tests, Final Examinations, Late Assignments, Short Absences, Extended Absences, Documentation and other Academic Concerns. Non-Social Science students should refer to their home faculty's academic counselling office.

## Plagiarism

"Plagiarism: Students must write their essays and assignments in their own words. Whenever students take an idea, or a passage from another author, they must acknowledge their debt both by using quotation marks where appropriate and by proper referencing such as footnotes or citations. Plagiarism is a major academic offence." (see Scholastic Offence Policy in the Western Academic Calendar).

**Plagiarism Checking:** "All required papers may be subject to submission for textual similarity review to the commercial plagiarism detection software under license to the University for the detection of plagiarism. All papers submitted for such checking will be included as source documents in the reference database for the purpose of detecting plagiarism of papers subsequently submitted to the system. Use of the service is subject to the licensing agreement, currently between The University of Western Ontario and Turnitin.com ( <http://www.turnitin.com> )."

**Multiple-choice tests/exams:** "Computer-marked multiple-choice tests and/or exams may be subject to submission for similarity review by software that will check for unusual coincidences in answer patterns that may indicate cheating."

Note: Information excerpted and quoted above are Senate regulations from the Handbook of Scholarship and Academic Policy. <http://www.uwo.ca/univsec/handbook/>

### **PLAGIARISM\***

In writing scholarly papers, you must keep firmly in mind the need to avoid plagiarism. Plagiarism is the unacknowledged borrowing of another writer's words or ideas. Different forms of writing require different types of acknowledgement. The following rules pertain to the acknowledgements necessary in academic papers.

**A. In using another writer's words, you must both place the words in quotation marks and acknowledge that the words are those of another writer.**

You are plagiarizing if you use a sequence of words, a sentence or a paragraph taken from other writers without acknowledging them to be theirs. Acknowledgement is indicated either by (1) mentioning the author and work from which the words are borrowed in the text of your paper; or by (2) placing a footnote number at the end of the quotation in your text, and including a correspondingly numbered footnote at the bottom of the page (or in a separate reference section at the end of your essay). This footnote should indicate author, title of the work, place and date of publication, and page number.

Method (2) given above is usually preferable for academic essays because it provides the reader with more information about your sources and leaves your text uncluttered with parenthetical and tangential references. In either case words taken from another author must be enclosed in quotation marks or set off from your text by single spacing and indentation in such a way that they cannot be mistaken for your own words. Note that you cannot avoid indicating quotation simply by changing a word or phrase in a sentence or paragraph which is not your own.

**B. In adopting other writers' ideas, you must acknowledge that they are theirs.**

You are plagiarizing if you adopt, summarize, or paraphrase other writers' trains of argument, ideas or sequences of ideas without acknowledging their authorship according to the method of acknowledgement given in 'A' above. Since the words are your own, they need not be enclosed in quotation marks. Be certain, however, that the words you use are entirely your own; where you must use words or phrases from your source, these should be enclosed in quotation marks, as in 'A' above.

Clearly, it is possible for you to formulate arguments or ideas independently of another writer who has expounded the same ideas, and whom you have not read. Where you got your ideas is the important consideration here. Do not be afraid to present an argument or idea without acknowledgement to another writer, if you have arrived at it entirely independently. Acknowledge it if you have derived it from a source outside your own thinking on the subject.

In short, use of acknowledgements and, when necessary, quotation marks is necessary to distinguish clearly between what is yours and what is not. Since the rules have been explained to you, if you fail to make this distinction your instructor very likely will do so for you, and they will be forced to regard your omission as intentional literary theft. Plagiarism is a serious offence which may result in a student's receiving an 'F' in a course or, in extreme cases in their suspension from the University.

\*Reprinted by permission of the Department of History

Adopted by the council of the Faculty of Social Science, October, 1970; approved by the Dept. of History August 13, 1991

**Accessibility at Western:** Please contact [poliscie@uwo.ca](mailto:poliscie@uwo.ca) if you require any information in plain text format, or if any other accommodation can make the course material and/or physical space accessible to you.

**SUPPORT SERVICES**

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<http://www.uwo.ca/uwocom/mentalhealth/> for a complete list of options about how to obtain help.