

POLS-4710/5710-04 | INST-4990-04
TP: Diplomacy and Negotiation

SYLLABUS

Spring 2009 (Jan 15 – May 06)

Instructor:

Dr. Christopher Rothfuss
(307) 399-3556 Cell
(307) 460-3361 Home
chris.rothfuss@gmail.com

Meeting Time:

Wednesdays 6:10 pm to 9:00 pm

Location:

A&S Room 226 or by Arrangement

Office Hours:

Following Class or by Arrangement

Course Description and Objectives:

This course will focus on the development and practical application of diplomacy and negotiation skills, with extensive use of real world role-playing scenarios. Students will learn negotiation theory and techniques, and will be able to apply them through simulated bilateral and multilateral negotiation exercises. Students will also learn how to operate in a diplomatic setting and as part of a delegation. This course is primarily experiential and should prove to be stimulating and exciting for the participants.

Don't Cheat the Simulation System

The simulation exercises can be easily circumvented in a number of ways with a relatively small amount of effort and a sufficiently poor level of academic integrity. Please don't do it. It simply diminishes the educational value of the exercise for everyone.

Readings/Textbooks:

Required texts –

“Getting Past No” by William Ury (Revised Edition 1993).

“Diplomacy: Theory and Practice” by G.R. Berridge (Third Edition 2005).

Notebooks –

Students will need notebooks for maintaining a meeting/activity journal. I recommend one or more Moleskine Brand notebooks which can be purchased from Chickering Books downtown or from Amazon.com. I personally use Moleskine Pocket Squared Notebooks.

Required supplemental materials –

Role playing materials will result in a course fee of **\$32 per student** to cover copy costs and royalties for several of the copyrighted scenarios. Please pay ASAP through PayPal via the site webpage at <http://diplomacy.z9i.com>. Regrettably, a simple course packet cannot be prepared because students will often receive individualized simulation instructions.

Course Requirements:

Grading will break down as follows:

10% – Attendance: Please minimize absences to the greatest extent possible. If you cannot avoid missing a class, please let me know in advance so that I can adjust role playing exercises accordingly and prepare some “make-up” work. **[15 Class Days for 100 points]**

25% – Simulation Participation: Your participation grade will be based on your performance in role playing simulations and class activities. This grading category will be *primarily evaluated by your peers*. Participant surveys will be distributed following simulations so that members of both your delegation and your opponents will be able to rate your performance. **[10 Simulation Class Days for 250 points]**

5% – Discussion Questions: A set of questions will be handed out for each of the discussion topics. **[Discussion Questions for “Mariyinsky”, Discussion Questions for “To Hell...” total 50 points]**

5% – Journal: You will take copious notes throughout the simulations, side meetings, etc. I will look at your journals and/or have you turn in photocopies along with delegation reports. Please keep everything in one journal to make life easier. **[50 points]**

3% – Evaluation sheets: You will be required to turn in evaluation sheets of your peers for each simulation. Please do it and be thoughtful. **[6 simulations evaluation sheets for 30 points]**

32% – Memos: You will turn in a number of memos including delegation guidance documents, delegation briefing memos, and individual preparation documents for the various exercises. These will all be relatively short (~600 words), but will sometimes

require group drafting by consensus. [4 briefing memos (Kaotian Crisis, Meridia and Petrocentram, Tulia and Ibad, and Cobia), 2 guidance memos (Peace Process and UN Security Council), 1 delegation guidance memo (Peace Process), 1 delegation report memo (peace process) at 40 points each for 320 points total]

20% – (2) Diplomacy Papers / Info Memos: You will have two 1500 word essay (~3 pages) analyzing and critiquing a matter of diplomacy and/or negotiation. Topics can include current or past events, but should not address any of the areas covered by simulations. It would be best to run the topic by me before writing the paper. Also, don't write about Iraq under Bush II. Please. This paper will be primarily *your* opinion, but should draw upon practices and theory learned in this class. It should also be written in a very concise and informative manner (an Info Memo). For an essay of this length, it is often best to write 2000-2500 words and then consolidate thoughts, improve organization, and cut out all of the 'fluff' and flowery wording. [Info Memo #1, Info Memo #2 at 100 points each for 200 points]

CALENDAR

Jan	14	Course Overview Introduction to Diplomacy <ul style="list-style-type: none"> • A bit of History • A bit of Purpose • How it Operates • Responsibilities of a Diplomat • The Delegation • Protocol • Cultural Sensitivity 	READ: pp 1-23 Diplomacy: Th & P READ: The Vienna Convention on Diplomatic Relations
	21	NO CLASS	BUY A NOTEBOOK/JOURNAL PAY FOR COURSE MATERIALS READ: pp 1-75 Getting Past No
	28	Introduction to Negotiation <ul style="list-style-type: none"> • Benefits of Cooperation • Barriers to Cooperation • Preparation for Negotiations • Breakthrough Strategy • Achieving your Objectives 	READ: pp 76-181 Getting Past No DUE: Topic Choice (1 paragraph) for Info Memo #1
Feb	4	Documentation <ul style="list-style-type: none"> • Briefing Memos • Delegation Guidance • Taking Notes and Active Listening • Delegation Reports • Agreements • Group Drafting 	READ: pp 72-87 Diplomacy: Th & P

	11	Kaotian Crisis Simulation (Bilateral)	READ: pp 108-136 Diplomacy: Th & P DUE: Info Memo #1
	18	Meridia and Petrocentram Simulation (Bilateral)	READ: pp 137-150 Diplomacy: Th & P DUE: Kaotian Crisis Briefing Memo
	25	Debrief Simulations Discuss "To Hell with the Future, Let's Get on With the Past"	READ: Great Negotiator Case Study Series: "To Hell with the Future, Let's Get On With the Past": George Mitchell in Northern Ireland (HANDOUT) DUE: Discussion Questions for "To Hell..."
Mar	4	Tulia and Ibad Simulation (Mediated Bilateral)	READ: pp 151-174 Diplomacy: Th & P DUE: Meridia and Petrocentram Crisis Briefing Memo
	11	Multilateral Negotiation Strategy Discuss "Mariyinsky Palace Negotiations: Maintaining Peace throughout Ukraine's Orange Revolution"	READ: Mariyinsky Palace Negotiations: Maintaining Peace throughout Ukraine's Orange Revolution (HANDOUT) DUE: Tulia and Ibad Briefing Memo DUE: Discussion Questions for "Mariyinsky"
	18	SPRING BREAK (No Class)	
	25	Peace Process Simulation Session I	DUE: Peace Process Guidance Memo
Apr	1	Peace Process Simulation Session II	DUE: Topic Choice (1 paragraph) for Info Memo #2 DUE: Peace Process <i>Delegation</i> Guidance Memo (ONE CLEARED DOC PER DELEGATION)
	8	Debrief Peace Process Arms Control on Cobia Session I (Multilateral)	DUE: Peace Process <i>Delegation</i> Report Memo (ONE CLEARED DOC PER DELEGATION)
	15	Arms Control on Cobia Session II (Multilateral)	DUE: Info Memo #2
	22	Debrief Cobia UN Security Council Expansion Session I (Multilateral)	DUE: UN Security Council Guidance Memo
	29	UN Security Council Expansion Session II (Multilateral)	DUE: Cobia Briefing Memo
May	6	UN Security Council Expansion Session III (Multilateral)	