

INTERNATIONAL NEGOTIATION: THEORY AND PRACTICE
Monsoon Semester 2013

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Class Timings:

Tuesday & Friday - 330-5 pm

Course Overview:

International negotiation has always been one of the defining features of international politics. It has been the most preferred mode of conflict prevention, conflict management and conflict resolution in an array of issue areas in “high” politics as well as “low” politics. International negotiation is so all-pervasive today that I. William Zartman, a leading authority in international negotiation said “ours is an age of negotiation”.

This course explores international negotiation in the field of international relations. We will begin with investigating the theoretical postulates of international negotiation and move towards identifying the actors, obstacles and phases in international negotiation. We will also study the role of culture and personalities in negotiation as well as negotiation in the era of IT. We would also be dealing with international security negotiations in detail and later move to studying the conduct of negotiations with terrorists. The course would conclude with a simulation exercise on the Negotiation Day.

This course is intended to lay the groundwork for future research in the field of international relations/diplomacy.

Course Assessment:

The principal requirement for students is to read thoroughly the assigned works and to come to the class prepared for a vigorous discussion. Class participation is a vital part of this class; most of what students learn from this course will come from discussion, debate and reading. In addition to participating actively in class discussions, students would be asked to complete the following assignments:

Book Review: 10%	<u>due on September 20th</u>
Research paper: 40%	<u>due on November 15th</u>
End-Semester Exam: 50%	<u>December 1st week</u>

International Negotiation: An Introduction

Ikle, Fred Charles. 1964. *How Nations Negotiate*, New York, Evanston, London: Harper & Row for the Center for International Affairs, Harvard University, Chs. 1 & 3.

Zartman, I. William & Berman, Maureen. 1982. *The Practical Negotiator*, New Haven: Yale University Press, Chs. 1-2.

Babbitt, Eileen F. 2009. "The Evolution of International Conflict Resolution: From Cold war to Peacebuilding," *Negotiation Journal* 25, No.4 (October), pp.539-49.

Menkel-Meadow, Carrie. 2009. "Chronicling the Complexification of Negotiation Theory and Practice," *Negotiation Journal* 25, No.4 (October), pp.415-29.

Kremenyuk, Victor A. 1988. "The Emerging System of International Negotiations," *Negotiation Journal*, 211-218

Dupont, Christophe and Faure, Guy-Olivier. 2002. "The Negotiation Process," in Kremenyuk, Victor A. (ed.), *International Negotiation: Analysis, Approaches, Issues*, San Francisco, CA: Jossey-Bass

Actors in Negotiation: States, NGOs and Domestic players

Putnam, Robert D. 1988 "Diplomacy and Domestic Politics: The Logic of Two Level Games", *International Organization* Vol. 42, No. 3 (Summer), pp.427-460.

Albin, Cecilia. 1999. "Can NGOs enhance the effectiveness of International Negotiation?" *International Negotiation*, Vol. 4, No. 3, pp. 371-387.

Negotiation: Obstacles and Phases

Zartman, I. William. 2001. "Timing of Peace Initiatives: Hurting Stalemates and Ripe Moments," *Global Review of Ethnopolitics* (Available at http://www.ethnopolitics.org/archive/volume_1/issue_1/zartman.pdf)

Zartman, I. William & Berman, Maureen. 1982. *The Practical Negotiator* (New Haven: Yale University Press, Chs. 3-5.

Jonsson, Christer and Tallberg, Jonas. 1989. "Compliance and Post-Agreement Bargaining," *European Journal of International Relations*, Vol. 4, pp. 371-408.

Negotiation and Power

Rubin, J.Z. & Salacuse, J.W. 1990. "The Problem of Power in Negotiation," *International Affairs* (April), pp. 24-34

Rubin, J.Z. & Zartman, I.W. 1995. "Asymmetrical Negotiations: Some Survey Results that May Surprise," in *Negotiation Journal* 11, Issue 4, pp. 349 – 364

Role of Culture in International Negotiation

Cohen, Raymond. 1997. *Negotiating Across Cultures: Communication Obstacles in International Diplomacy*, revised edition, USIP, Chs. 1-4.

Janosik, Robert J., "Rethinking the Culture-Negotiation Link," *Negotiation Journal* pp. 385- 395

Salacuse, Jeswald W. 1998, "Ten Ways that Culture Affects Negotiating Style: Some Survey Results", *Negotiation Journal* Vol. 14, Issue 3 (July), pp. 221-240.

Faure, G.O. 1991. "Negotiating in the Orient: Encounters in the Peshawar Bazaar, Pakistan," *Negotiation Journal* 7, pp. 279-290

Avruch, Kevin and Wang, Zheng. 2005. "Culture, Apology, and International Negotiation: The Case of the Sino-US "Spy Plane" Crisis," *International Negotiation* 10: 337- 353

Role of Individuals in International Negotiation

Byman, Daniel L. and Pollack, Kenneth M. 2001. "Let us now praise great men: Bringing the Statesmen Back In", *International Security* Vol.25 Issue 4 (Spring)

Bowling, Daniel and Hoffman, David. 2000. "Bringing Peace into the Room: The Personal Qualities of the Mediator and Their Impact on the Mediation", *Negotiation Journal*, Vol. 16, Issue 1 (January) pp. 5-28.

Daniel Lieberfeld. 2003. "Nelson Mandela: Partisan and Peacemaker", *Negotiation Journal*, Vol.19, Issue 3 (July), pp. 229-250.

Kissinger, Henry. 1979. *White House Years*, New Delhi: Vikas Publishing House

Dixit, J. N. 1996. *My South Block Years: Memoirs of a Foreign Secretary*, New Delhi: UBS Publishers Distributors

International Negotiation in the Age of IT

Margarita Studemeister. 1998. "The Impact of information and Communication Technologies on International Conflict Management," *Bulletin of the American Society for Information Science*, February-March, (Available at <http://www.asis.org/Bulletin/Feb-98/studemeister.html>)

Gordon S. Smith. 2000. "Reinventing Diplomacy: A Virtual Necessity," *Virtual Diplomacy Report* (VDS 6). Washington, D.C.: USIP, February (Available at <http://www.usip.org/virtualdiplomacy/publications/reports/gsmithISA99.html>)

James Rosenau. 2000. "States, Sovereignty, and Diplomacy in the Information Age," *Virtual Diplomacy Report* (VDS 5). Washington D.C.: USIP, February (Available at <http://www.usip.org/virtualdiplomacy/publications/reports/jrosenauISA99.html>)

Bell, S. 1999. "Impact of the Global Media Revolution", *USA Today Magazine* (March), pp.28-31.

International Security Negotiations

Schelling, Thomas C. 1966. *Arms and Influence*, New Haven & London: Yale University Press, Ch. 1.

Zartman, I. William. 2001. *Preventive Negotiation: Avoiding Conflict Escalation*, New York: Carnegie Commission of New York, Chs. 11 & 12.

Cecilia, Albin. 1995. "Negotiation and Global Security", *American Behavioral Scientist*, vol.38, no.6, May

Jackson, Richard. 2000. "Successful Negotiation in International Violent Conflict", *Journal for Peace Research* Vol. 37, No. 3, pp. 323-343.

Schelling, Thomas. 1970. *Strategy of Conflict*, Cambridge: Harvard University

Talbott, Strobe. 1980. *Endgame: The Inside Story of SALT II*, New York: Harper

Makeig, Douglas C. 1987. "War, No-War, and the India-Pakistan Negotiation Process", *Pacific Affairs* vol. 60, no. 2 (Summer) pp. 271-294.

Negotiating with Terrorists

Zartman, I. William. 2003. "Negotiating with Terrorists," *International Negotiation: A Journal of Theory and Practice*, Vol. 8, No. 3

Hayes, Richard, Kaminski, Stacey and Beres, Steven. 2003. "Negotiating the Non-Negotiable: Dealing with Absolutist Terrorists," *International Negotiation: A Journal of Theory and Practice*, Vol. 8, No. 3

Dolnik, Adam and Pilch, Richard. 2003. "The Moscow Theatre Hostage Crisis: The Perpetrators, their Tactics, and the Russian Response," *International Negotiation* 8: 577-611.

NEGOTIATION DAY: PLAYING A NEGOTIATOR
