Contact Details for Professor:

Tel: 02 6148170 GSM: 0475 65 26 26 (only in emergencies)
E-mail: Giorgis.Andebrhan.Welde@vub.ac.be

Classes:
Fridays 08:30 – 11:30

Office hours:
Fridays: 11:30 – 12:30
1. PREREQUISITES

At least one political science or international affairs course is required: PLO 314E recommended.

2. COURSE DESCRIPTION AND COURSE OBJECTIVES

The course is divided into two parts. The first part provides an introduction into diplomacy and the theory of international negotiations. The second part deals with the practice of diplomacy and negotiations. The course provides a discussion of global issues and current world problems, such as peace and security, climate change and international trade. It discusses cases of successful diplomacy and/or failed diplomacy. It also avails a forum in which teams of students speak on behalf of an assigned country on a variety of selected issues to expand their understanding of diplomacy, global geopolitics and international relations.

The course is designed to help students acquire:

2.1 Substantive knowledge of:
   a) Historical evolution of diplomacy;
   b) Theoretical and practical aspects of diplomacy;
   c) Role and effectiveness of diplomacy in international negotiations;
   d) Theory and practice nexus in international negotiations;
   e) Factors that facilitate cooperation or foster competition in international negotiations.

2.2 Practical skills in:
   a) Understanding the essence and objectives of diplomacy;
   b) Appreciating the art of and ingredients for successful international negotiations;
   c) Conducting independent research using a wide range of sources and engaging in practical negotiations in teams representing respective country positions;
   d) Using appropriate style and a correct reference system;
   e) Developing effective public speaking, presentation, leadership and teamwork.

3. COURSE MATERIALS

3.1 The required readings are listed, in the course schedule. All required readings are at your disposition on PointCarré. Besides the required readings, the list below offers extensive additional reading material. This material can be consulted according to your own interest, and may certainly help you for finding readings for your term paper.


3.2 Required reading to keep abreast of current affairs:
Access the electronic version of the *Economist, Financial Times, International Herald Tribune* and *Foreign Affairs*.

3.3 For scholarly research, refer to the following journals:

*Diplomacy & Statecraft*
*Global Governance*
*European Journal of International Relations*
*International Peacekeeping*
4. TEACHING METHOD AND COURSE ELEMENTS

The course will be taught in a three-hour block, Fridays 8:30am to 11:30am. The first 15 minutes of each session will provide students with the opportunity to display their knowledge and understanding of the previous week’s lecture and reading material in the form of a brief review and, alternately, a multiple choice test (which will count towards their participation grade – see below). Next, the lecture provides an introduction and general overview of the key issues, arguments and relevance of the session’s topic. The second half of the session is devoted entirely to seminar-style student discussion. Here, students are encouraged to discuss and critically exchange their views on the main contentious points and arguments arising from the reading and the lecture. Student teams will conduct three simulated negotiations.

Based on a combination of lectures and interactive seminar-based teaching, complemented with simulated negotiations, the teaching method aims to encourage students to engage in thorough and creative textual analysis, independent research and critical discussions.

Students are required to attend class, to come well-prepared, finish their reading assignments and hand in their work on time. They are also encouraged to keep a reading-log to help structure their note-taking and deepen their understanding of the subject matter.

5. ASSIGNMENTS AND ASSESSMENTS

Students will be assessed on the basis of their research, writing and presentation skills as well as their grasp of the course content with the help of mid-term and final written exams. In addition to the two exams, there will be two assignments:

5. 1 Research Essay on a Specific International Issue of interest

Students are required to choose one international issue: peace and security, climate change or international trade and provide analysis of its historical context, an assessment of the present state of play and recommendations on the way forward.

Essays should be around 4,500 words long.

- All papers should have a title page with (your name, the course module, indication of minor/major, and the paper title)
- Each page of the text should be numbered
- A bibliography
- Uniform referencing (author, title, year of publication, publisher, place of publication, and page numbers for articles and direct references)

Students are required to submit a research proposal for their Research Essay on a date specified in advance at the beginning of the course. The research proposal is the first step towards the final paper. It should include:
• A research question that is clear, simple and straightforward. It may be a theoretically inspired empirical or factual question. The research question may change and be adapted as your research progresses. Additional empirical/theoretical information may force you to reformulate or to fine-tune it in line with your findings. Irrespective of eventual changes your initial research question should be as clear as possible.
• An outline that provides an indication of how the student will investigate the research question, explains the research methodology, and identifies the sources.
• A tentative lay-out, structure and headings of the research paper.
• A bibliography directly related to the research question or research topic.

There are electronic guides to finding periodicals and articles in them. The ADB catalogue on the VUBIS, for example, allows you to check tables of content of the most recent issues of about 14,500 periodicals. The CCB catalogue on the VUBIS provides locations of books in Belgian Libraries, and the possibility of obtaining books on Inter-Library Loan at the VUB. There is also the V-link, which allows you to find full texts from major online journals (if available) and links to related materials.

Students are required to hand in, on a date specified in advance at the beginning of the course, the hard copy of their Research Proposal in class and the electronic copy via e-mail to Giorgis.Andebrhan.Welde@vub.ac.be with “Research Proposal” in the Subject Header.

The Research Essay is due on a date specified in advance at the beginning of the course. Hand in a hard copy in class and an electronic copy to Giorgis.Andebrhan.Welde@vub.ac.be with “POL 242G Essay” in the Subject Header.

Failure to hand in and email the Essay on time will be considered as non-submission.

5.2 Simulated Negotiations

The second assignment consists of simulated negotiations. The class will form teams, each representing a selected country or party and simulate negotiations on the issue of contention. The teams are required to undertake background research on the respective countries or issues, draw up country negotiating strategies and develop national/party negotiating positions with clearly identified ‘red lines’ in writing. Each team will select its leader (head of delegation), technical experts and legal adviser in the conduct of the negotiations. At the end of the session, the class as a whole will make an internal assessment of the actual exercise, focusing on the content and manner of presentation of each team’s principal arguments and counter-arguments as well as the strengths and weaknesses of their respective negotiating positions in the framework of the art of negotiations and the modes of diplomacy.

The teams are required to submit their negotiating positions in the form of Talking Points (max. 750 words) in hard copy at the beginning of each session marked with the Heading of “Negotiating Position Team X”.

5.3 Assessment and Weighing of Grades

<table>
<thead>
<tr>
<th>Class Participation</th>
<th>20 %</th>
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Out of which:

- Attendance & Contributions in Class: 10%
- Reading Quizzes: 10%
- Written Essay: 20%
- Simulated Team Negotiations: 10%
- Mid-Term Exam: 20%
- Final Exam: 30%

Letter grades are given as follows:

<table>
<thead>
<tr>
<th>Letter Grade</th>
<th>Scale of 20</th>
<th>Scale of 100</th>
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<tbody>
<tr>
<td>A</td>
<td>17.0-20.0</td>
<td>85-100</td>
</tr>
<tr>
<td>A-</td>
<td>16.1-16.9</td>
<td>81-84</td>
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<tr>
<td>B+</td>
<td>15.3-16.0</td>
<td>77-80</td>
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<tr>
<td>B</td>
<td>14.5-15.2</td>
<td>73-76</td>
</tr>
<tr>
<td>B-</td>
<td>13.7-14.4</td>
<td>69-72</td>
</tr>
<tr>
<td>C+</td>
<td>13.1-13.6</td>
<td>66-68</td>
</tr>
<tr>
<td>C</td>
<td>12.3-13.0</td>
<td>62-65</td>
</tr>
<tr>
<td>C-</td>
<td>11.5-12.2</td>
<td>58-61</td>
</tr>
<tr>
<td>D+</td>
<td>10.7-11.4</td>
<td>54-57</td>
</tr>
<tr>
<td>D</td>
<td>10.0-10.6</td>
<td>50-53</td>
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<tr>
<td>F</td>
<td>0-9.9</td>
<td>0-49</td>
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Assessment Criteria for the Research Paper are:

- Referencing, use of academic sources (academic journals, monographs).
- Language, style, clarity, organization of papers and work.
- Empirical precision: correct interpretation and reproduction of factual information.
- Capacity to synthesize arguments and to apply theory to empirical information.
- Capacity to analyze and to develop a critical assessment of both empirical as well as theoretical materials.
- Clear statements of guiding questions and subsequent conclusions.

Assessment Criteria for the Exams are:

- Capacity to grasp and convey factual, conceptual and theoretical knowledge.
- Capacity to synthesize and apply concepts and theory to concrete cases.
- Capacity to develop a systematic argument based on theory and practice.

6. COURSE SCHEDULE

<p>| Part 1. Introduction to Diplomacy and the Theory and Practice of International Negotiations |
|---------------------------------------------|---------------------------------|---------------------------------|-------------------------------|
| <strong>Week 1</strong> | <strong>Friday</strong> | <strong>Introduction to the Course: Overview of Syllabus and Requirements of the Course</strong> | <strong>Introduction to Diplomacy and Negotiations</strong> |
| <strong>Week 2</strong> | <strong>Friday</strong> | <strong>History of Diplomacy</strong> | <strong>The Vienna Conventions on Diplomatic and Consular Relations</strong> |
| <strong>Week 3</strong> | <strong>Friday</strong> | <strong>Diplomatic Relations</strong> | <strong>Political Actors</strong> | <strong>Qualities in a Diplomat</strong> |</p>
<table>
<thead>
<tr>
<th>Week 4</th>
<th>Friday 14 February</th>
<th>The Art of Negotiation: Prenegotiations, ‘Around-the-Table’ Negotiations</th>
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</thead>
<tbody>
<tr>
<td>Week 5</td>
<td>Friday 21 February</td>
<td>The Art of Negotiation: Diplomatic Momentum, Packaging Agreements and Following Up</td>
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<tr>
<td>Week 6</td>
<td>Friday 28 February</td>
<td>Multilateral Negotiation in Practice Simulation 1: UN Security Council Negotiation of Smart Sanctions in the Oil-for-Food Program for Iraq Revision</td>
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<tr>
<td>Week 7</td>
<td>Friday 7 March</td>
<td>Mid-Term Exam</td>
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<tr>
<td>Week 8</td>
<td>Friday 14 March</td>
<td>Discussion of Mid-Term Exam Perspectives on Diplomatic Practice</td>
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**Part 2: The Practice of Diplomacy**

<table>
<thead>
<tr>
<th>Week 9</th>
<th>Friday 21 March</th>
<th>Mediation</th>
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<tbody>
<tr>
<td>Week 10</td>
<td>Friday 28 March</td>
<td>Negotiation of Peace Agreements <strong>Simulation 2</strong>: Negotiation of the Comprehensive Peace Agreement (CPA) between the Government of the Sudan and the Sudan People’s Liberation Movement</td>
</tr>
<tr>
<td>Week 11</td>
<td>Friday 4 April</td>
<td>Negotiating an Arbitral Agreement The Eritrean-Yemeni Negotiations in the Hannis-Zuqur Islands Dispute</td>
</tr>
<tr>
<td>Spring Recess</td>
<td>Friday 11 April</td>
<td>Spring Recess (no class)</td>
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<tr>
<td>Spring Recess</td>
<td>Friday 18 April</td>
<td>Spring Recess (no class)</td>
</tr>
<tr>
<td>Week 12</td>
<td>Friday 25 April</td>
<td>Negotiating Peacebuilding Guest Lecture: the UN Mission in Eritrea and Ethiopia (UNME)</td>
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<tr>
<td>Week 13</td>
<td>Friday 2 May</td>
<td>Small States Diplomacy Guest Lecture: Small States’ Diplomacy in Multilateral Negotiations</td>
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<tr>
<td>Week 14</td>
<td>Friday 9 May</td>
<td>Revision</td>
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<tr>
<td>Week 15</td>
<td>Friday 16 May</td>
<td>FINAL EXAM</td>
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**7. LITERATURE AND SESSION INSTRUCTIONS**

**Week 1**  
Friday 24 January 14  
**Introduction to the Course**

a) Overview of Course Syllabus and Requirements  
b) Introduction to Diplomacy and Negotiation
Week 2  Friday 31 January 14  History of Diplomacy
The Vienna Conventions on Diplomatic and Consular Relations

Reading:

b) Introduction, pp. 1-6, in G. R. Berridge, Maurice Keens-Soper and T. G. Otte, Diplomatic Theory from Machiavelli to Kissinger, Palgrave, 2001 [Reader #2]

Additional Reading:


Week 3  Friday 7 February 14  Diplomatic Relations
Political Actors
Qualities in a Diplomat

Reading:

c) The Political Actors: President, Prime Minister, and Minister of Foreign Affairs, Lloyd Axworthy, in The Oxford Handbook of Modern Diplomacy, Chapter 4, pp. 91-105

Additional Reading:


Week 4  Friday 14 February 14  The Art of Negotiation

Reading:


Week 5 Friday 21 February 14 The Art of Negotiation

Reading:


Week 6 Friday 28 February 14 Multilateral Negotiation in Practice

Simulation 1: UN Security Council Negotiation of Smart Sanctions in the Oil-for-Food Program for Iraq

Reading:


Revision

Week 7 Friday 7 March 14 Mid-Term Exam

Week 8 Friday 14 March 14 Discussion of Mid-Term Exam Perspectives on Diplomatic Practice

Reading:


Part 2: The Practice of Diplomacy

Week 9 Friday 21 March 14 Mediation

Reading:
b) Mediation, Martti Ahtisaari with Kristiina Rintakoski, in *The Oxford Handbook of Modern Diplomacy*, Chapter 18, pp. 337-351

**Week 10**

**Friday 28 March 14**

**Negotiation of Peace Agreements**

**Reading:**

a) The IGAD Declaration of Principles: The Basis of Mediation of the Comprehensive Peace Agreement in the Sudan [*Reader #10]*
b) The Comprehensive Peace Agreement (CPA) between the Government of the Sudan and the Sudan People’s Liberation Movement [*Reader #11]*

**Simulation 2**: Negotiation of the Comprehensive Peace Agreement (CPA) between the Government of the Sudan and the Sudan People’s Liberation Movement [CPA: 4 groups – 1) NIF Government, 2) SPLM/A, 3) IGAD & 4) IPF]

**Week 11**

**Friday 4 April 14**

**Negotiating an Arbitral Agreement**

**The Eritrean-Yemeni Negotiations in the Hannis-Zuqur Islands Dispute**

**Reading:**

a) Agreement on Principles, Paris, 21 May 1996 [*Reader #12]*
b) Arbitration Agreement, Paris, 3 October 1996 [*Reader #13]*

**Spring Recess**

Fri 07 April 11  Spring Recess (no class)

**Spring Recess**

Fri 14 April 18  Spring Recess (no class)

**Week 12**

**Friday 25 April 14**

**Negotiating Peacebuilding**

**Guest Lecture**: the UN Mission in Eritrea and Ethiopia (UNME)

**Reading:**

a) Agreement on Cessation of Hostilities between the Government of the Federal Democratic Republic of Ethiopia and the Government of the State of Eritrea, Algiers, 18 June 2000 [*Reader #14]*
b) Agreement between the Government of the Federal Democratic Republic of Ethiopia and Government of the State of Eritrea, Algiers, 12 December 2000 [*Reader #15]*

**Week 13**

**Friday 2 May 14**

**Small States Diplomacy**

**Guest Lecture**: Small States’ Diplomacy in Multilateral Negotiations

**Reading:**

b) ESA Negotiating Mandate for the ESA-EU EPAs, 2004 [Reader #17]

<table>
<thead>
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<th>Week 14</th>
<th>Friday 9 May 14</th>
<th>Revision</th>
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<td>Friday 16 May 14</td>
<td>FINAL EXAM</td>
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