

## Course description

Introduction to Negotiation Process	
Department responsible for the course	Institute of History & International Relations Undergraduate Program in International Relations
Lecturer	Oxana Karnaukhova, associate professor oskarnauhova@sfedu.ru
Semester when the course unit is delivered	Autumn semester
Teaching hours per week	2
Level of course unit (for ex., Second cycle – Master level)	Bachelor Level
ECTS credits	5
Admission requirements	
Course objectives (aims)	The goal of the course is to provide students with an overview of the theoretical and practical skills needed to negotiate (mediate) at the international level. The course aims to raise awareness of this mutual interaction between theory and practice within the realm of international negotiation and mediation. The classes guide the students through cutting edge theoretical debates within the field of international negotiation process and mediation and introduce them to the challenges of practical aspects of negotiation through simulations. This course will provide basic tools to analyze international conflict, but will also engage students in forecasting negotiation challenges, developing negotiation strategies, and executing them in simulating HELP, BADGER and BATNA settings.
Course contents	Since international negotiations are a process that alludes to methods employed by different traditional and non-traditional actors to sort out goals and interests with international implications, or otherwise, that have an impact on actors, the process challenges rationalist models of diplomatic negotiation. So this course will introduce students into different types of negotiations (mediation) and different variables that impact the process. Moreover, the course will bring up the prescriptive model of negotiation to teach students key skills that are involved in the preparation and execution of an actual negotiation.
Learning outcomes	On successful completion of the course, students are expected to: <ul style="list-style-type: none"> <li>- Understand the dynamics of international negotiations and mediations.</li> <li>- Acquire knowledge of the current theoretical debates in the field.</li> <li>- Gain negotiation skills through a range of in-class simulations and by reflecting on reading material and guest speakers' insights.</li> <li>- Develop skills to prepare for negotiations in a range of settings.</li> </ul>
Planned learning activities and teaching methods (for ex., lectures with a variety of examples and practice)	<ul style="list-style-type: none"> <li>• Lectures</li> <li>• Learning-by-doing exercises</li> <li>• Simulations</li> </ul>
Assessment methods and criteria	<ul style="list-style-type: none"> <li>• Oral Presentations (at least 38 out of 60 maximum score)</li> <li>• Simulation (at least 22 out of 40 maximum score).</li> </ul>

Course literature (recommended or required)	<ul style="list-style-type: none"><li data-bbox="430 153 1472 226">- William L. Ury, Roger Fisher, and Bruce M. Patton. 1991. Getting to Yes, 2nd Ed. Penguin Books</li><li data-bbox="430 268 1472 342">- Moore, Christopher. 1986. The Mediation Process: Practical strategies for resolving conflict. San Francisco: Jossey Bass</li></ul>
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