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American Public University System

The Ultimate Advantage is an Educated Mind

School of Security and Global Studies

IRLS613

International Negotiation

Credit Hours: 3

Length of Course: 8 Weeks

Prerequisite: NSEC500

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Instructor Information

Instructor Name: [Insert name with credentials.]

Biography: [Insert APUS faculty bio.]

Please contact me through the "messages" tab in the classroom while our class is in session.

After the course ends, please contact me through the university email system:

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Course Description (Catalog)

IRLS613 (3 credit hours)

This course is a study of the theory and literature on the history and practice of international negotiations for purposes of peace; mediation between opposing factions, groups, or states; settlement of hostilities; preemption; among other issues. The course includes contending approaches to international negotiations, their basic assumptions and methodologies, and their application to current conflict situations. The role of culture and cross-cultural communication in international negotiation is explored. Also included in the course is discussion and study of skills development in international negotiation.

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Course Scope

This course focuses on specialized area knowledge and sources in the field. Students will engage in a specialized task-based project.

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Course Objectives

After successfully completing this course, you will be able to:

CO-1: Compare historic trends in international negotiation methods.

CO-2: Apply theories of conflict, war, mediation, and diplomatic negotiation to issues in the international political environment.

CO-3: Distinguish international peace agreements, preventative diplomacy, and legal regimes as applied to contemporary issues.

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CO-4: Analyze the complexity and limitations of negotiating across cultures using varying levels of analysis.

CO-5: Assess the existing theories of causation on the potential for conflict.

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Course Delivery Method

This course, delivered via distance learning, will enable students to complete academic work in a flexible manner, completely online. Course materials and access to an online learning management system will be available to each student. Online assignments are due by Sunday at 11:55 pm ET and include all written assignments, examinations, and research papers submitted for grading. Weekly Forum questions (accomplished in groups in a Forum) require an initial response by Thursday at 11:55 pm ET, with all other required responses due by Sunday at 11:55 pm ET. The assigned faculty will support the students throughout this eight-week course.

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Course Resources

Required Course Textbooks

The **required** texts for this course are:

Merrills, J. G. 2011. *International Dispute Settlement*, 5th ed. Cambridge: Cambridge University Press.

Mitchell, George J. *Making Peace*. 1999. Berkeley, CA: University of California Press.

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Required Readings

- External websites and other assigned readings are found in the Lessons area of the classroom.
- Weekly Lesson Notes and videos or audio files are found in the Lessons area of the classroom.

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Evaluation Procedures

The course grade is based on the following assessments:

Discussion Forums – 30 percent

Discussion questions will be provided and posts should reflect an assimilation of the readings and respond to the assigned topic(s). Students are required to provide a substantive initial post by Thursday at 11:55 pm ET and respond to 2 or more classmates by Sunday 11:55 pm ET. Forum posts are graded on timeliness, relevance, knowledge of the weekly readings, and the quality of original ideas.

Midterm Assignment – 20 percent

This assignment is a take-home essay assignment of 2 questions, 2-3 pages each, to test knowledge and assimilation of the course objectives. The exclusive use of required texts and readings from this course is mandatory.

Specialized Project – 30 percent

This project will demonstrate your ability to synthesize discipline specific material. This is a task-based exercise. 12-15 pages. See Assignments in the classroom for more details.

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Final Assignment – 20 percent

This assignment is a take-home essay assignment of 2 questions, 2-3 pages each, to test knowledge and assimilation of the course objectives. The exclusive use of required texts and readings from this course is mandatory.

ASSIGNMENT	Percentage
Midterm Assignment	20 percent
Specialized Project Assignment	30 percent
Discussion Forums	30 percent
Final Assignment	20 percent
TOTAL	100 percent

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8 – Week Course Outline

<u>Week</u>	<u>Topic</u>	<u>Course Objectives</u>	<u>Readings</u>	<u>Assignments</u>
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Week 1	Public International Law: Negotiation and Mediation in the Historical Context	CO-1: Compare historic trends in international negotiation methods.	Merrills, <i>International Dispute Resolution (IDR)</i> , chapters 1, 2 Ripsman 2009, "Wishful Thinking" Treisman 2004, "Rational Appeasement"	Week One Forum Discussion
2	Public International Law: Inquiry in the Historical Context	CO-1: Compare historic trends in international negotiation methods.	Merrills, <i>IDR</i> , chapter 3 Fisher 2007, "Cold War Conundrum"	Week Two Forum Discussion
3	Conciliation in International Disputes	CO-2: Apply theories of conflict, war, mediation, and diplomatic negotiation to issues in the international political environment.	Merrills, <i>IDR</i> , chapter 4 Su 2009, "Conciliation in Cross-Strait Relations" in <i>Taiwan's Relations</i> Brownlie 2009, "Peaceful Settlement"	Week Three Forum Discussion
4	Arbitration in Public	CO-2: Apply theories of	Merrills, <i>IDR</i> ,	Week Four Forum

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	International Law	conflict, war, mediation, and diplomatic negotiation to issues in the international political environment.	chapter 5 Fidan 2013, "A Work in Progress" Brunet 2007, "Arbitration of International Oil, Gas, and Energy Disputes" Wang 2009, "Dancing with the Dragon"	Discussion Midterm Assignment
5	International Courts and Legal Regimes	CO-3: Distinguish international peace agreements, preventative diplomacy, and legal regimes as applied to contemporary issues.	Merrills, <i>IDR</i> , chapters 6, 7, 8 Dutton 2011, "Three Disputes" Ogbodo 2012, "An Overview of the Challenges"	Week Five Forum Discussion
6	Case Study: Northern Ireland Peace Process	CO-4: Analyze the complexity and limitations of negotiating across cultures using	Mitchell, <i>Making Peace</i> , entire McMahon 2007, "Does the Peace Process in Northern Ireland Offer a	Week Six Forum Discussion Special Project Assignment

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		varying levels of analysis.	Model" Gormley-Heenan 2005, "Abdicated and Assumed Responsibilities" Dixon 2006, "Performing the Northern Ireland Peace Process"	
7	Public International Law: Trade Disputes	CO-5: Assess the existing theories of causation on the potential for conflict	Merrills, <i>IDR</i> , chapter 9 Sandford and TanKiang 2011, "Resolving and Defusing Trade Disputes" Grimmett 2011, "Steps in a WTO Dispute" Walters 2011, "Power in WTO Dispute Settlement"	Week Seven Forum Discussion
8	International Negotiation within Regional and Supranational Organizations	CO-2: Apply theories of conflict, war, mediation, and diplomatic	Merrills, <i>IDR</i> , chapters 10, 11, 12 Pelag 2010,	Week Eight Forum Discussion Final Assessment

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		negotiation to issues in the international political environment.	<p>"Historical Breakthroughs in Arab-Israeli Negotiations"</p> <p>Jones 2009, "Structuring Middle East Security"</p>	
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Policies

Please see the [Student Handbook](#) to reference all University policies. Quick links to frequently asked question about policies are listed below.

[Drop/Withdrawal Policy](#)

[Plagiarism Policy](#)

[Extension Process and Policy](#)

[Disability Accommodations](#)

Citation and Reference Style

Attention Please: Students will follow the Turabian/Chicago Style as the sole citation and reference style used in written work submitted as part of coursework to the University.

See <http://www.apus.edu/Online-Library/tutorials/chicago.htm>.

Late Assignments

Students are expected to submit classroom assignments by the posted due date and to complete the course according to the published class schedule. As adults, students, and working professionals, I understand you

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must manage competing demands on your time. Should you need additional time to complete an assignment, please contact me before the due date so we can discuss the situation and determine an acceptable resolution. Routine submission of late assignments is unacceptable and may result in points deducted from your final course grade.

Deductions:

Late forum posts can be penalized up to 5 percent per day on that week's forum grade.

Late assignments can be penalized up to 5 percent per day on that assignment.

Netiquette

Online universities promote the advancement of knowledge through positive and constructive debate – both inside and outside the classroom. Forums on the Internet, however, can occasionally degenerate into needless insults and “flaming.” Such activity and the loss of good manners are not acceptable in a university setting – basic academic rules of good behavior and proper “Netiquette” must persist. Remember that you are in a place for the rewards and excitement of learning which does not include descent to personal attacks or student attempts to stifle the Forum of others.

- Technology Limitations: While you should feel free to explore the full-range of creative composition in your formal papers, keep e-mail layouts simple. The Sakai classroom may not fully support MIME or HTML encoded messages, which means that bold face, italics, underlining, and a variety of color-coding or other visual effects will not translate in your e-mail messages.
- Humor Note: Despite the best of intentions, jokes and especially satire can easily get lost or taken seriously. If you feel the need for humor, you may wish to add “emoticons” to help alert your readers: ;-), :), ☺

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Online Library

The Online Library is available to enrolled students and faculty from inside the electronic campus. This is your starting point for access to online books, subscription periodicals, and Web resources that are designed to support your classes and generally not available through search engines on the open Web. In addition, the Online Library provides access to special learning resources, which the University has contracted to assist with your studies. Questions can be directed to librarian@apus.edu.

- *Charles Town Library and Inter Library Loan:* The University maintains a special library with a limited number of supporting volumes, collection of our professors' publication, and services to search and borrow research books and articles from other libraries.
- *Electronic Books:* You can use the online library to uncover and download over 50,000 titles, which have been scanned and made available in electronic format.
- *Electronic Journals:* The University provides access to over 12,000 journals, which are available in electronic form and only through limited subscription services.

Request a Library Guide for your course
(<http://apus.libguides.com/index.php>)

The AMU/APU Library Guides provide access to collections of trusted sites on the Open Web and licensed resources on the Deep Web. The following are specially tailored for academic research at APUS:

- Program Portals contain topical and methodological resources to help launch general research in the degree program. To locate, search by department name, or navigate by school.
- Course Lib-Guides narrow the focus to relevant resources for the corresponding course. To locate, search by class code (e.g., SOCI111), or class name.

If a guide you need is not available yet, please email the APUS Library:
librarian@apus.edu.

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Turnitin.com

Faculty require assignments be submitted to Turnitin.com. Turnitin.com will analyze a paper and report instances of potential plagiarism for the student to edit before submitting it for a grade. The instructor will post information in the classroom on student procedures.

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Selected Bibliography

Brownlie, Ian. 2009. "The Peaceful Settlement of International Disputes." *Chinese Journal of International Law* 8, no. 2: 267-283.

Brunet, Alexia, and Juan Agustin Lentini. 2007. "Arbitration of International Oil, Gas, and Energy Disputes in Latin America." *Northwestern Journal of International Law & Business* 27, no. 3: 591-630.

Dixon, Paul. 2006. "Performing the Northern Ireland Peace Process on the World Stage." *Political Science Quarterly* 121, no. 1: 61-91.

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Fidan, Hakan. 2013. "A Work in Progress: The New Turkish Foreign Policy." *Middle East Policy* 20, no. 1: 91-96.

Fisher, Benjamin. 2007. "A Cold War Conundrum: The 1983 Soviet War Scare." Washington, DC: Central Intelligence Agency.

Gormley-Heenan, Cathy. 2005. "Abdicated and Assumed Responsibilities? The Multiple Roles of Political Leadership during the Northern Ireland Peace Process." *Civil Wars* 7, no. 3: 195-218.

Grimmett, Jeanne J. 2011. "Steps in a WTO Dispute." *Congressional Research Service: Report* 4-8.

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McMahon, Edwina. 2007. "Does the Peace Process in Northern Ireland Offer a Model for Resolving Historic Conflict?" *American Foreign Policy Interests* 29, no. 5: 353-357.

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Peleg, Ilan, and Paul Scham. 2010. "Historical Breakthroughs in Arab-Israeli Negotiations: Lessons for the Future." *Middle East Journal* 64, no. 2: 215-233.

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Sandford, Iain, and Maree TanKiang. 2011. "Resolving and defusing trade disputes: the potential for creativity in the Australia-European Union relationship." *Australian Journal of International Affairs* 65, no. 4: 469-487.

Su, Chi. 2009. "Conciliation in Cross-Strait Relations." In *Taiwan's Relations with Mainland China: A Tail Wagging Two Dogs*. London: Routledge, 2009.

Treisman, Daniel. 2004. "Rational Appeasement." *International Organization* 58, no. 2: 345-373.

Walters, Jeffrey. 2011. "Power in WTO Dispute Settlement." *Journal of Third World Studies* 28, no. 1: 169-183.

Wang, Marcus. 2009. "Dancing with the Dragon: What U.S. Parties Should Know About Chinese Law When Drafting a Contractual Dispute Resolution Clause." *Northwestern Journal of International Law & Business* 29, no. 2: 309-334.

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