This course explores the processes, rather than specific substantive issues, of international negotiation. It is divided into the following sessions:

1. Situating Negotiation
2. The Distributive Framework
3. The Integrative Framework
4. Pre-Negotiation and Stakeholder Analysis
5. Preparation and Strategy
6. Power
7. Agents
8. Psychological Processes
9. Culture
10. Multilateral Negotiation (1)
11. Multilateral Negotiation (2)
12. Third Parties in Negotiation
13. Endgame: Closure and Planning for Implementation
Requirements

(1) Written Analysis (75%)

Analytic advice memorandum

Students will examine a current, unresolved conflict and how negotiation theory may be applied strategically by one of the parties in the conflict. A brief description of the conflict you have chosen is due on ____________

Part 1 of the Memorandum consists of an overview of the conflict you have chosen. A handout is available on Trunk (https://trunk.tufts.edu/xsl-portal) that gives guidelines for the conflict overview, including identifying relevant parties, their positions and interests, BATNAs, etc. Its purpose is to provide an analytic foundation for understanding the conflict from a neutral perspective. Part One of the Memorandum is due on ____________ and may not exceed 3000 words in length.

Part 2 of your Memorandum will be directed at a specific decision-maker who is a party (or potential party) to a particular negotiation within the context of the conflict. The first section (A) of this paper is to provide new insight to the decision-maker about how and why the processes of negotiation currently utilized are delivering sub-optimal results from that party’s perspective, drawing on relevant negotiation literature and theory as appropriate. The second section (B) is your prescriptive strategy briefing for the same party to the conflict: in light of the data and new insight arising from parts 1 and 2(A) of the Memorandum, how might that party more productively proceed with negotiations? Part 2 is due on _________________. It may not exceed 3750 words in length.

Handouts will be provided in class and on the Tufts Trunk site for each part of the memo.

(2) Participation (25%)

As a seminar course, it is necessary that participants not only do all of the assigned readings, but also come to section meetings fully prepared for a lively exchange of ideas and to participate actively in discussion and exercises. A portion of many classes will be devoted to a negotiation exercise or simulation whose purpose is to give students an opportunity to apply theory to practice and develop basic negotiation skills. Students are required to participate in all such exercises and simulations.

Simulations are generally not available in electronic format. If you miss a class where simulation materials are to be handed out for preparation, you must contact the instructor to receive materials. You will otherwise be unprepared for the class following the one you missed.
Required Readings


These books are available in the Ginn Library and at the Tufts University Bookstore.

In addition, all students are to read before each class session the assigned materials on the attached reading list. Copies of all books are on reserve in Ginn Library. *Copies of all readings (except for required books) are available on Tufts University Trunk* [https://trunk.tufts.edu/xsl-portal](https://trunk.tufts.edu/xsl-portal).
Class Sessions

Situating Negotiation


Simulation: Oil Pricing Exercise

Distributive Framework


Simulation: Parker-Gibson

Integrative Framework


Simulation: Bakra Beverage
Pre-Negotiation and Stakeholder Analysis


Case: Aceh Negotiation

Preparation and Strategy


Simulation: Pulchra-Veritas

Power


Exercise: 3-party coalition


**Agents**


Simulation: Quota Case

**Psychological Processes in Negotiation**


Ross, Lee. "Reactive Devaluation in Negotiation and Conflict Resolution." In *Barriers to conflict*


Case: TBA

**Culture**


Simulation: MedLee case

**Multilateral Negotiation**


Third Party Roles in Negotiation


Watkins, Michael. “Getting to Dayton: Negotiating an End to the War in Bosnia,” HBS Case No. 1-800-134 (1999). **FOLDER (DIP 3792, 3793)**

Endgame: Closure and Planning for Implementation


Case discussion: ENCO
ADDITIONAL (OPTIONAL) READINGS:

SITUATING NEGOTIATION:


**DISTRIBUTIVE/INTEGRATIVE FRAMEWORK**


**PREPARATION AND STRATEGY**


**POWER**


**AGENTS**


PSYCHOLOGICAL PROCESSES


CULTURE


**COALITIONS**


**CONSENSUS BUILDING**


ENDGAME


