DHP D220 Syllabus

The Processes of International Negotiation
Summer 2013

Professor Anthony Wanis-St. John
The Fletcher School of Law and Diplomacy
Tufts University
Medford, MA  02155

Classroom: ______
Meeting Time: M, T, W, TH, 6-9pm, Monday, June 3rd – Thursday, June 20th.

This course explores the processes and dynamics of international negotiation:

1. June 3  Situating Negotiation
2. June 4  The Distributive Framework
3. June 5  The Integrative Framework
4. June 6  Stakeholder Analysis and Structure
5. June 10 Preparation and Strategy
6. June 11 Power
7. June 12 Fragmentation in International Negotiation
8. June 13 Psychological Processes in Negotiation
9. June 17 Culture
10. June 18 Multilateral Negotiation
11. June 19 Third Parties in Negotiation
12. June 20 Internal Conflicts, Non-state Actors and Negotiation
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 **June 6, 2013**

Part 1 of the Memorandum consists of a short paper; an overview of the conflict you have chosen. A handout is available on Trunk ([https://trunk.tufts.edu/xsl-portal](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 **June 20, 2013** and may not exceed 1500 words in length.

Part 2 of your Memorandum is also brief. This part is directed at a specific decision-maker who is a party (or potential party) to a negotiation. 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 **July 3, 2013**. It may not exceed 2000 words in length.

(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.*

Class Sessions

**June 3, 2013  Situating Negotiation**

Luttwak, E.N. “Give War a Chance.” *Foreign Affairs*, Vol. 78, No. 4, July/August 1999 pp. 36-44.


Simulation: *PetroDiplomacy*

**June 4, 2013  Distributive Framework**


June 5, 2013  Integrative Framework


Simulation: Dos Santos

June 6, 2013  Stakeholder Analysis and Structure


Case: Aceh Negotiation

June 10, 2013  Preparation and Strategy

Stein, J. 1989. “Getting to the Table: The Triggers, Stages, Functions and Consequences of


Simulation: *Pulchra-Veritas*

**June 11, 2013**  
**Power**


Exercise: Melian Dialogue

**June 12, 2013**  
**Fragmentation in International Negotiation**

Wanis-St. John, A. “Back Channel Negotiation: International Bargaining in the Shadows”  


June 13, 2013  Psychological Processes in Negotiation


June 17, 2013 Culture


Simulation: Niger Delta kidnapping or Ecotonos

June 18, 2013 Multilateral Negotiation


June 19, 2013    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)**

Simulation, Pt. II, continuation and conclusion of Lake Salvation

June 20, 2013    Internal Conflicts and Non-State Actors and Negotiation


ADDITIONAL (OPTIONAL) READINGS:

SITUATING NEGOTIATION:


DISTRIBUTIVE/INTEGRATIVE FRAMEWORK


PREPARATION AND STRATEGY


POWER


AGENTS


PSYCHOLOGICAL PROCESSES


CULTURE


**COALITIONS**


**CONSENSUS BUILDING**


**ENDGAME**


