

5 credits

30.0 h

Q2

Teacher(s)	Aoun Elena ;Rosoux Valérie ;
Language :	English
Place of the course	Louvain-la-Neuve
Main themes	The theoretical frame allows the analysis of any international negotiation : the object of the negotiation, its con-text (international and national context, historical precedents,), its stakes, the values that are underlined, the balance of power and the personalities of the negotiators. The case study tends to highlight the creative and technical aspects of negotiations at the end of international or intercommunity conflicts.
Aims	<p>The aim of the course is to acquaint students with negotiation and mediation in the framework of conflict reso-lution. Attention is given to different theoretical approaches of international negotiation. At the end of the course, students should be able to stress and analyze the variables at the origin of the success or failure of international negotiations. In addition, students will have the opportunity to participate in a simulation and therefore derive the necessary skills to negotiate in an assertive and efficient manner.</p> <p>1</p> <p>-----</p> <p><i>The contribution of this Teaching Unit to the development and command of the skills and learning outcomes of the programme(s) can be accessed at the end of this sheet, in the section entitled "Programmes/courses offering this Teaching Unit".</i></p>
Evaluation methods	Written assignment on a specific case study Participation during the course and the simulations
Teaching methods	Lectures + simulations
Content	- Introduction (strengths and limits of negotiation) - Theoretical approaches of international negotiation : structural, strategic, processual, cultural, behavioural and integrative approaches - Case study Teaching Methodology : - Focus on theoretical and practical aspects of negotiation. The understanding of the theoretical variables essen-tially result from the case study and the simulation. - Based on interactions with students
Bibliography	<ul style="list-style-type: none"> • Manuel: R. Lewicki et al., Essentials of Negotiation, New York, Mc Graw Hill, 2015 • Portefeuille de lectures. <p>Manuel: R. Lewicki et al., Essentials of Negotiation, New York, Mc Graw Hill, 2015 Portefeuille de lectures.</p>
Faculty or entity in charge	PSAD

Programmes containing this learning unit (UE)				
Program title	Acronym	Credits	Prerequisite	Aims
Master [120] in Political Sciences: International Relations	SPRI2M	5		