

## Faculty of Economic, Social and Political Sciences



### SPOL3810 International negotiations

[30h] 4 credits

**Teacher(s):** Valérie Rosoux  
**Language:** French  
**Level:** Third cycle

#### Aims

The aim is that by the end of the course, students will be able to handle theoretical approaches to international negotiations. This skill will enable them to identify the factors that explain the conclusion or, for that matter, the failure, of international negotiations.

It will also enable them to take the most assured and effective decisions in simulation exercises.

#### Main themes

The theoretical framework will provide the tools needed for an analysis of the basic elements of international negotiations, that is to say the actual objective of the talks, their context (e.g. a national, international or historical environment), the issues (the values, cost and benefits), the relationships of strength, and the traits that mark each of the negotiators. The study of substantive cases will develop the technical and creative features required in a negotiating setting.

#### Content and teaching methods

##### Content

- The limitations of negotiated settlements.
- Theoretical approaches to international negotiations (structural, strategic, process-based, culturalist, behaviourist and integrative approaches).
- The nature of mediation.
- The specific features of multilateral negotiations.
- The issue of what cannot be negotiated.
- Case study.

##### Methodology

- The teaching methodology is based on an interaction of the theoretical and practical aspects of negotiations, that is to say by highlighting the theoretical foundations on the basis of substantive cases and simulations.
- It will also rely on active participation from the students.

#### Other information (prerequisite, evaluation (assessment methods), course materials recommended readings, ...)

Pre-requirements: A knowledge of the theories of international relations, the functioning of large international organisations, and the main issues of geopolitics.

Students will be expected to write and defend personal work based on the analysis of a case. Their participation throughout the course will also be taken into consideration.

A portfolio of reading.

#### Other credits in programs

**COMU22/MS** Deuxième licence en information et communication (Médiation(4 credits)  
des savoirs)

**POLS3DA/RI** Diplôme d'études approfondies en sciences politiques et  
sociales (relations internationales)

Mandatory