

PSC 300-01/IGS 333-01
International Negotiation

Spring 2010

Instructor: Dr. Linda P. Brady
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Course Meeting Time: Wednesday, 9:00—11:50 am
Course Location: Chancellor's Conference Room, Mossman Building
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Introduction to the Course

This course examines the role of negotiation and conflict resolution in addressing issues of international security and arms control in the 21st century. It is designed for students who are interested in understanding the dynamics of the negotiating process and in improving their critical thinking and analytic skills. The primary foci of the course are negotiations between nations, with an emphasis on contemporary situations of interest to the United States.

We will review the theoretical literature on international negotiation and conflict resolution, including the value and limitations of traditional (historical and diplomatic) approaches, game theoretical models, cross-cultural perspectives, and political frameworks for understanding negotiation.

Students will consider cases that illustrate the strengths and weaknesses of alternative models of negotiation and conflict resolution and that focus on negotiations in different contexts, including U.S.-Russia arms control talks, the U.S.-North Korea relationship, the nonproliferation challenge posed by Iran, and the Middle East peace process.

Emphasis will be placed on the use of primary sources, including texts of proposals and agreements, memoirs of participants, and official government/international organization statements and other documents.

Among the topics to be addressed are:

- Role of history in establishing the context for negotiation.
- Impact of cultural differences on the process and outcome of negotiation.
- Importance of personal relationships and the development of trust.
- Interaction of bureaucratic, domestic, and international politics.
- Challenges posed by ethnic and religious conflicts.
- Implementation of international agreements and the role of international regimes.
- Training and the practice of international negotiation.

Course Objectives

This course encourages discussion and collaborative learning. A variety of teaching and learning tools will be used, including brief overviews highlighting major themes surrounding the topic of the day, discussion of assigned readings and primary documents, in-class exercises, analysis of specific cases, assessment of media coverage of contemporary negotiations, and team projects.

Students will learn to distinguish between formal positions taken in negotiations and the fundamental interests of the parties, and how to structure agreements that address the needs and interests of all parties to a negotiation. This course uses case study methods and emphasizes the writing of policy papers that articulate options and assess costs and benefits of alternatives.

By the end of the term, students should be able to:

- Articulate the major theoretical approaches in the field of international negotiation and conflict resolution and assess the strengths and weaknesses of each.
- Apply a variety of theoretical approaches to contemporary cases of international negotiation.
- Distinguish between formal positions taken in negotiations and the underlying interests of the parties.
- Define “win-win” solutions that address the interests of the parties to a negotiation.
- Conduct a policy analysis of an ongoing negotiation that articulates options, assesses costs and benefits of each alternative, and makes an informed recommendation to the decision-maker.
- Participate in the current foreign policy debate effectively as an informed citizen.

Required Readings

William Zartman, ed. Peacemaking in International Conflict: Methods & Techniques. Revised Edition. Washington, DC: United States Institute of Peace, 2007.

Richard N. Haass and Martin Indyk, eds. Restoring the Balance: A Middle East Strategy for the Next President. Washington, DC: The Brookings Institution and The Council on Foreign Relations, 2008.

Additional readings will include journal articles and primary sources, including international agreements and treaties, and memoirs of participants in the policy process.

Because of the focus on contemporary problems, students should read *The New York Times*, *The Washington Post*, or comparable national newspaper on a regular basis. In addition, students should consult the following websites regularly—they offer up to date information and independent policy analysis on the cases that will be the focus of the course:

Arms Control Association (www.armscontrol.org)

The Brookings Institution (www.brookings.org)

Center for Strategic and International Studies (www.csis.org)

The Council on Foreign Relations (www.cfr.org)

Nuclear Threat Initiative (www.nti.org)

For official views and policy statements of the U.S. Government and other important international actors, see:

White House and links to other U.S. Government agencies (www.whitehouse.gov)

United Nations (www.un.org)

International Atomic Energy Agency (www.iaea.org)

You should also consult major journals in the field, including:

Negotiation Journal

Arms Control Today

Foreign Affairs

Foreign Policy

Survival

Adelphi Papers

International Security

Many of the materials for this course can be found on electronic and hard-copy reserve at the library. Students will want to utilize Blackboard throughout this course. The instructor will employ this tool for disseminating information and posting informative resources and links.

Course Requirements

Major course requirements include: written critique of one of the theoretical frameworks surveyed (20% of grade); case presentation and responses (30% for case presentation; 5% each for four responses, for a total of 50%); final exam (20%); and attendance and participation (10%).

Due dates for all assignments are listed below. They will be announced in class and posted on Blackboard. Please contact the instructor well before an assignment is due if you anticipate potential conflicts that will impact your ability to complete the assignment as scheduled. The in-class case presentations scheduled for team members are not subject to rescheduling. Please keep this in mind as you express preferences for a specific case.

Framework Critique:

Each student will prepare an analysis of the strengths and weaknesses of one framework for understanding international negotiation (history, game theory, politics). Students should base their analysis on the required and recommended readings for these topics on the syllabus and illustrate their points drawing from a contemporary conflict in international politics. Papers will be five pages in length. This exercise will be worth **20%** of the grade. Due: February 24, 2010.

Policy Analysis: Case Presentation:

The class will be divided into four groups of 6 or 7 students each, with each group focused on one of the major case studies that will be addressed in the course: U.S.—Russia Arms Control, Iran, North Korea, and the Middle East Peace Process. Working as a team, each group will prepare an oral presentation and a four page handout describing the background of the case, the issues to be resolved, the positions of the parties, and a chronology of the case from public sources. Student presentations will be delivered during the first of two class sessions dedicated to consideration of the case. Due: February 24, March 17, March 31, or April 14, depending on the case.

These presentations will form the basis for class discussion on the second class meeting dedicated to consideration of the case, which will focus on alternative proposals to address the conflict. Each team will be responsible for generating three proposals to address the conflict, following the first class discussion, presenting them in the form of a one-page handout which will form the basis for class discussion during the second class meeting on the case. Each member of the group will be expected to participate in this assignment in an identifiable and significant way. This exercise will be worth **30%** of the grade. Due: March 3, March 24, April 7, or April 21, depending on the case.

Policy Analysis: Case Responses:

Following discussion of each of the four cases, students will be asked to complete a brief in-class written exercise concerning the case, including an assessment of the case presentation. Each case response will be worth 5% of the grade, for a total of **20%**. Due: March 3, March 24, April 7, or April 21, depending on the case.

Final Examination:

The final examination will be essay in format and is designed to assess the student's ability to apply theories, concepts, and frameworks to specific cases. Illustrative questions will be distributed in advance of the exam. The final exam will be worth **20%** of the grade. Due: TBA

Attendance and Class Participation:

Regular attendance is a critical requirement of this course. Non-documented absences of two class meetings or more will result in a one complete grade reduction in the course grade. Please be prompt, as late arrivals will disrupt the flow of the class and the discussion. Active participation is expected. Students should make informed contributions to discussion during each class meeting. Questions and alternative perspectives on any of the materials presented are welcome and encouraged. Attendance and participation will be worth **10%** of the grade.

Academic Integrity

The university is a community in which its members make a commitment to academic excellence and behavior that meets the highest standards of personal and professional integrity. Students are encouraged to become familiar with the terms of the UNCG Academic Integrity Policy at academicintegrity.uncg.edu.

Course Outline and Assignments

Introduction and Overview of the Field of Negotiation and Conflict Resolution

January 20, 2010

Topic: Negotiation and Conflict Resolution in the 21st Century

Required Readings:

William Zartman, "Introduction: Toward the Resolution of International Conflicts," pp. 3-22 in Zartman, ed.

John Mueller, "Think Again: Nuclear Weapons," Foreign Policy, Jan/Feb 2010, pp. 38—44.

Recommended Readings:

Dennis Ross, Statecraft, and How to Restore America's Standing in the World. NY: Farrar, Straus and Giroux, 2007.

January 27, 2010

Topic: Overview of the Field of Negotiation and Conflict Resolution

Required Readings:

Louis Kriesberg, "The Conflict Resolution Field: Origins, Growth, and Differentiation," pp. 25-60 in Zartman, ed.

Graham Allison, "Nuclear Disorder," Foreign Affairs, Jan/Feb 2010, pp. 74—85.

Charles D. Ferguson, "The Long Road to Zero," Foreign Affairs, Jan/Feb 2010, pp. 85—94.

Nuclear Nonproliferation Treaty (NPT), July 1, 1968
<http://f40.iaea.org/worldatom/Documents/Legal//npttext.shtml>

Recommended Readings:

B. Starley, M.A. Boyer, and J. Wilkenfeld. Negotiating a Complex World: An Introduction to International Negotiation. NY, NY: Rowman & Littlefield Publishers, 1999.

Frameworks for Understanding International Negotiation

February 3, 2010

Topic: Historical Perspectives on Conflict Resolution

Guest: The Honorable Aldona Wos, former U.S. Ambassador to Estonia

Required Readings:

Daniel Druckman, "Negotiating in the International Context," pp. 111-162 in Zartman, ed.

Recommended Readings:

Charles W. Freeman, Jr. Arts of Power: Statecraft and Diplomacy. Washington, DC: United States Institute of Peace, 1997.

Gordon Craig and Alexander George, Force and Statecraft: Diplomatic Problems of Our Time. 3rd ed. Oxford: Oxford University Press, 1995.

Raymond Cohen, Negotiating Across Cultures. Revised ed. Washington, DC: United States Institute of Peace, 1997.

February 10, 2010

Topic: Game Theoretical Models of International Negotiation

Required Readings:

Robert Putnam, “Diplomacy and Domestic Politics: The Logic of Two-Level Games,” International Organization. Vol. 43, 1998, pp. 427—460.

Treaty Between the United States of America and the Union of Soviet Socialist Republics on the Elimination of their Intermediate-Range and Shorter-Range Nuclear Missiles, December 8, 1987, http://www.nti.org/e_research/official_docs/inventory/pdfs/inf.pdf

Recommended Readings:

Ned R. Lebow, The Art of Bargaining. Baltimore, MD: The Johns Hopkins University Press, 1996.

Steven J. Brams, Negotiation Games: Applying Game Theory to Bargaining and Arbitration. NY: Routledge, Chapman and Hall, Inc., 1990.

February 17, 2010

Topic: The Politics of Negotiation

Guest: Andrew Parasiliti, UNCG '85, Executive Director, International Institute for Strategic Studies—US

Special Reading:

Andrew Parasiliti, “Iran: Diplomacy and Deterrence,” Survival, Oct-Nov 2009, pp. 5-13.

Required Readings:

Linda P. Brady, “The Politics of Negotiation,” pp. 20--41 in Brady, The Politics of Negotiation: America’s Dealings with Allies, Adversaries, and Friends. Chapel Hill, NC: The University of North Carolina Press, 1991.

Linda P. Brady, “The Failure of Domestic Consensus: Wartime Host Nation Support,” pp. 47—67 in The Politics of Negotiation: America’s Dealings with Allies, Adversaries, and Friends. Chapel Hill, NC: the University of North Carolina Press, 1991.

Recommended Readings:

R. Fisher, E. Kopelman, and A.K. Schneider, Beyond Machiavelli: Tools for Coping with Conflict. NY, NY: Penguin Books, 1996.

P. Zelikow and C. Rice. Germany Unified and Europe Transformed: A Study in Statecraft. Cambridge, MA: Harvard University Press, 1995.

Case Studies in International Negotiation and Conflict Resolution

February 24, 2010

Topic: U.S.--Russia Arms Control Negotiations (I)

Required Readings:

Daniel Druckman and G. John Ikenberry, "The Unravelling of the Cold War Settlement," Survival, Dec 2009-Jan 2010, pp. 39-61.

Greg Thielman, "Dealing with Long-Range Missile Threats: It's All About Russia," Washington, DC: ACA Threat Assessment Brief, November 20, 2009.

Due to the rapidly changing situation in U.S.-Russia relations, please also consult the newspapers and websites listed earlier in the syllabus for up to date information and analyses.

Recommended Readings:

Robert Legvold, "The Russia File: How to Move Toward a Strategic Partnership," Foreign Affairs, July-August 2009, pp. 78-93.

George Perkovich and James M. Acton, Abolishing Nuclear Weapons. Adelphi Paper 396. London: International Institute for Strategic Studies, 2008.

March 3, 2010

Topic: U.S.—Russia Arms Control Negotiations (II)

Required Readings:

Wolfgang Zellner, "Can This Treaty Be Saved? Breaking the Stalemate on Conventional Forces in Europe," Arms Control Today, Sept. 2009, pp. 12-18.

Catherine M. Kelleher and Scott L. Warren, "Getting to Zero Starts Here: Tactical Nuclear Weapons," Arms Control Today, Oct. 2009, pp. 6-12.

Recommended Readings:

Linda P. Brady, "Conventional Arms Control: The Negotiations on Mutual and Balanced Force Reductions," pp. 95-119 in Brady, The Politics of Negotiation: America's Dealings with Allies, Adversaries, and Friends. Chapel Hill, NC: The University of North Carolina Press, 1991.

Linda P. Brady, "Nuclear Arms Control: The Negotiations on Intermediate-Range Nuclear Forces," pp. 120-147 in Brady, the Politics of Negotiation: America's Dealings with Allies, Adversaries, and Friends. Chapel Hill, NC: The University of North Carolina Press, 1991.

March 10, 2010: Spring Break: NO CLASS

March 17, 2010

Topic: Iran (I)

Required Readings:

Bruce Riedel and Gary Samore, "Managing Nuclear Proliferation in the Middle East," pp. 93—129 in Haass and Indyk, eds. Restoring the Balance: A Middle East Strategy for the Next President. New York, NY: Brookings Institution and Council on Foreign Relations, 2008.

Due to the rapidly changing situation in Iran, especially concerning nuclear proliferation, please also consult the websites and newspapers listed earlier in the syllabus for up to date information and analyses.

Recommended Readings:

Mark Fitzpatrick, The Iranian Nuclear Crisis: Avoiding Worst-Case Outcomes. Adelphi Paper 398. London: International Institute for Strategic Studies, 2008.

March 24, 2010

Topic: Iran (II)

Required Readings:

Suzanne Maloney and Ray Takeyh, "Pathway to Coexistence: A New U.S. Policy Toward Iran," pp. 59—91 in Haass and Indyk, eds. Restoring the Balance: A Middle East Strategy for the Next President. New York, NY: Brookings Institution and Council on Foreign Relations, 2008.

Recommended Readings:

Orde F. Kittrie, "Using Stronger Sanctions to Increase Negotiating Leverage with Iran," Arms Control Today, Dec. 2009, pp. 18-21.

Jane Holl Lute, "The Role of Force in Peacemaking," pp. 419-463 in Zartman, ed.

March 31, 2010

Topic: North Korea (I)

Required Readings:

Due to the rapidly changing situation on the Korean Peninsula, required reading for this topic will be distributed in early to mid-February 2010. Please also consult the newspapers and websites listed earlier in the syllabus for up to date information and analyses.

Recommended Readings:

April 7, 2010

Topic: North Korea (II)

Required Readings:

David Cortright, "Sanctions and Stability Pacts: The Economic Tools of Peacemaking," pp. 385—418 in Zartman, ed.

Andrei Lankov, "Changing North Korea: An Information Campaign Can Beat the Regime," Foreign Affairs, Nov-Dec 2009, pp. 95-105.

Recommended Readings:

Paul B. Stares and Joe S. Wit, Preparing for Sudden Change in North Korea. NY, NY: The Council on Foreign Relations Special Report No. 42, January 2009.

April 14, 2010

Topic: Middle East Peace Process (I)

Required Readings:

Richard N. Haass and Martin Indyk, "A Time for Diplomatic Renewal: Toward a New U.S. Strategy in the Middle East," pp. 1-26 in Haass and Indyk, eds. Restoring the Balance.

Steven A. Cook and Shibley Telhami, "Addressing the Arab—Israeli Conflict," pp. 131—158 in Haass and Indyk, eds. Restoring the Balance.

Due to the rapidly changing situation in the Middle East, please also consult the newspapers and websites listed earlier in the syllabus for up to date information and analyses.

Recommended Readings:

Dennis Ross and David Makovsky, Myths, Illusions, & Peace: Finding a New Direction for America in the Middle East. NY, NY: Viking Penguin, 2009.

Dennis Ross. This Missing Peace: The Insight Story of the Fight for Middle East Peace. NY, NY: Farrar, Straus & Giroux, 2004.

William B. Quandt. Camp David: Peacemaking and Politics. Washington, DC: The Brookings Institution, 1986.

April 21, 2010

Topic: Middle East Peace Process (II)

Required Readings:

Isobel Coleman and Tamara Cofman Wittes, “Economic and Political Development in the Middle East: Managing Change, Building a New Kind of Partnership,” pp. 159—186 in Haass and Indyk, eds. Restoring the Balance.

Daniel Byman and Steven Simon, “Counterterrorism and U.S. Policy Toward the Middle East,” pp. 197—216 in Haass and Indyk, eds. Restoring the Balance.

Recommended Readings:

Herbert C. Kelman, “Social-Psychological Dimensions of International Conflict,” pp. 61—107 in Zartman, ed.

Cynthia Sampson, “Religion and Peacebuilding,” pp. 273—323 in Zartman, ed.

The Practice of International Negotiation and Conflict Resolution

April 28, 2010

Topic: Education and Training as Tools of Negotiation and Conflict Resolution

Required Readings:

Pamela R. Aall, Jeffrey W. Helsing, and Alan C. Tidwell, “Addressing Conflict Through Education,” pp. 327—353 in Zartman, ed.

George F. Ward, Jr. and J. Michael Lekson, “Dealing with Conflict: The Contributions of Training,” pp. 355—382 in Zartman, ed..

William Zartman, “Conclusion: The Use of Methods and Techniques in a Conflict’s Lifespan,” pp. 465—477 in Zartman, ed.

Recommended Readings:

L.W. Goodman and B.S. Mandell. International Conflict Resolution for the 21st Century: Preparing Tomorrow’s Leaders. Washington, DC: Association of Professional Schools of International Affairs, 1994.