

Ilia State University
Faculty Arts and Sciences
Level Masters

Course Syllabus

1.	COURSE TITLE	Negotiating Political Conflicts
2.	COURSE DURATION	Spring Semester
3.	ECTS CREDITS	6 credits
4.	DISTRIBUTION OF HOURS (video-lectures, lectures, seminars, lab-work, practical work, mid-term assessments, final exam, time spent on independent work, ...)	Lecture, Role plays / Seminars – 30 hr Final Exam – 2 hr Independent work – 118 hr
5.	INSTRUCTOR	Tariel Sikharulidze, Associate professor ts@iliauni.edu.ge
6.	PREREQUISITES	n/a
7.	INSTRUCTION METHODS	Role plays, case-studies, lecturing, discussions, debriefings, seminars
8.	AIMS OF THE COURSE	The aim of the course is to give a deep understanding and knowledge of the negotiation and how negotiation is used in political and negotiations
9.	MAJOR TOPICS	Nature of negotiations Game theoretical approaches to negotiations Conflict as a subject of negotiation Tools of Negotiation Pre-negotiation in ethnic conflicts Negotiating the DDR Negotiation with terrorists Power in Negotiations When Negotiations can fail
10.	COURSE OBJECTIVES: LEARNING OUTCOMES AND COMPETENCES (GENERAL AND SUBJECT-	<ul style="list-style-type: none"> • Students will gain sound theoretical knowledge on negotiation as process in conflict resolution; • They will be able to analyze international negotiation by using theoretical frames

	SPECIFIC)	<ul style="list-style-type: none"> • They will be able to • They will get practical knowledge about negotiation in conflicts through the role-plays simulations and case studies • They will develop communication skills • They will develop analytical skills • They will develop presentations skills • They will develop practical negotiation skills
11.	EVALUATION AND GRADING	<p>This is the grading scale excepted on the National level:</p> <p>(A) 91-100 Excellent (B) 81-90 Very Good (C) 71-80 Good (D) 61-70 Satisfactory (E) 51-60 Sufficient</p> <p>(FX) 41-50 Unsatisfactory - meaning a student needs more effort to pass an examination and is given an extra chance to pass an additional examination through independent work.</p> <p>(F) Failure - 40 and less of the maximum of grades, meaning the student's effort is not enough and he has to learn the subject anew.</p> <p>Activity – 30 Home work – 40 Exam in class – 30</p>
12.	TEXTS AND ADDITIONAL RESOURCES	<p>F. Pfetsch, Negotiating Political Conflicts 1st Edition, 2007</p> <p>Deepak Malhotra, Negotiating the Impossible: How to Break Deadlocks and Resolve Ugly Conflicts (without Money or Muscle, 2016</p> <p>Hurst Hannum, Negotiating Self-Determination, 2005</p> <p>Guy Olivier Faure, I. William Zartman, Negotiating with Terrorists: Strategy, Tactics, and Politics (Political Violence), 2010</p> <p>Mitchell B. Reiss, Negotiating with Evil: When to Talk</p>

		<p>to Terrorists, 2010</p> <p>Karen A. Feste , Terminate Terrorism: Framing, Gaming, and Negotiating Conflicts (International Studies Intensives), 2015</p> <p>Pillar Paul, Negotiating Peace, War Termination as a Bargaining Process, 1983</p> <p>Hpmann Terrence, The Negotiation Process and the Resolution of international Conflicts, 1996</p> <p>Lockhart Charles, Bargaining in International Conflicts, 1979</p> <p>Zartman I. Willian, Negotiation and Conflict Management, Essays on Theory and Practice, 2008</p>
13.	COURSE SCHEDULE	<p>Weeks 1-3</p> <p>The study of Negotiation</p> <p>Role of Negotiation in IR</p> <p>Different Models in Negotiation</p> <p>Week 4</p> <p>Role Play</p> <p>Week 5-6</p> <p>Justice in Negotiation</p> <p>Power in Negotiation</p> <p>Week 7</p> <p>Role Play</p> <p>Week 8-9</p> <p>(first written report due)</p> <p>Prenegotiation its phases</p> <p>Bargaining Process in Severe International Conflicts</p> <p>Week 10</p> <p>Escalation in Negotiation</p> <p>Week 11</p> <p>Role play</p> <p>Week 12-13</p>

		Negotiating as war termination Process Week 14 Negotiating DDR, an overview Week 15 Wrap-up Week 16 Final