

## COURSE DESCRIPTION

<b>University:</b> Comenius University in Bratislava	
<b>Faculty:</b> Faculty of Law	
<b>Course ID:</b> PraF.KMPMV/ ENm17-3110/17	<b>Course title:</b> International Negotiation
<b>Educational activities:</b> <b>Type of activities:</b> seminar <b>Number of hours:</b> <b>per week: 2 per level/semester: 28</b> <b>Form of the course:</b> on-site learning	
<b>Number of credits:</b> 3	
<b>Recommended semester:</b> 2.	
<b>Educational level:</b> II.	
<b>Prerequisites:</b>	
<b>Course requirements:</b> In-progress evaluation: case study by the method of meta-mooting during classes (50%). Final rating: written study on international negotiations – 50% Classification scale: A / 1 = 91 - 100%; B / 1.5 = 81-90%; C / 2 = 73-80%; D / 2.5 = 66-72%; E / 3 = 61-65%; FX = 0-60%. In the exam, students can use all available sources of legal information, mainly legislation, commentaries, case-law, legal treatises, and legal information systems.	
<b>Learning outcomes:</b> The learning outcome of this course shall be a student who is able to navigate the system of operation and execution of foreign services and services in international institutions. Room is given to acquirement of practical skills for its performance, especially in the area of diplomatic contacts, negotiations and diplomatic correspondence. Student shall be given opportunity to practice the learned knowledge and skills through simulated negotiations during classes. Student shall be made ready for negotiation and for ex post analysis of negotiation, from the point of view of its results, used tactics and unique scenarios.	
<b>Class syllabus:</b> 1. Diplomatic service and management of foreign policies, 2. Diplomatic contacts 3. Types and categories of diplomatic conversations, preparation for conversation, moderation of conversation, non-verbal communication, technics of communication, communication recordings, verbal speech and its rules, rules of diplomatic statements, simulation of dialogue 4. Reporting service – acquisition and processing of information, inner system of information, types of processed information, information sources, operative and analytical information, periodicity in processing of the information 5. Diplomatic post services, diplomatic courier 6. Diplomatic correspondence – diplomatic language, written form of diplomatic communication, technic of writing contractual documents 7. Negotiation process, methods and styles of diplomatic negotiations, concept of negotiation, tactics, general negotiations rules	

8. Legal norms and rules for execution of international negotiation, conference practice and procedure
9. Bilateral vs Multilateral negotiation
10. Preparation for meetings, preparation of program , documentation
11. Rules of proceedings, formation of delegation, compromise, logistics
12. Agreement as a result of negotiation
13. International agreements and their preparation, endorsements , signature and ratification, handing over of ratification documents, register of agreements
14. Specifics of EU negotiations

**Recommended literature:**

Barston, P., R.: Modern diplomacy. Pearson, Longman, 2006.  
 Berridge, R., G.: Diplomacy. Theory and Practice. Palgrave Macmillan, 2005.  
 Jeong, H.: International Negotiation: Process and Strategies. Cambridge: Cambridge University Press, 2016.  
 Raiffa, H.: The Art and Science of Negotiation. Cambridge, MA: Belknap Press of Harvard University Press, 1982.  
 Starkey, B. Boyer, M., Wilkenfeld, J.: International Negotiation in a Complex World. Rowman & Littlefield Publishers, 2015.  
 Ury, W.: Getting Past No. Negotiation in Difficult Situations. New York: Bantam Books, 1993.

**Languages necessary to complete the course:**

English

**Notes:**

**Past grade distribution**

Total number of evaluated students: 0

A	ABS	B	C	D	E	FX
0,0	0,0	0,0	0,0	0,0	0,0	0,0

**Lecturers:**

**Last change:** 21.01.2018

**Approved by:**