



COURSE SYLLABUS

1. Information about the program

1.1 Higher Education Institution	University Babeş-Bolyai Cluj-Napoca				
1.2 Faculty	Faculty of European Studies				
1.3 Department	European Studies and Governance				
1.4 Field of study	International Relations and European Studies				
1.5 Study level	BA				
1.6 Programme of study/ Qualification	International Relations and European Studies				

2. Information about the discipline

2.1 Module	International and European Negotiations					
2.2 Course holder	Assoc. Prof. Dr. Gabriela Ciot					
2.3 Seminar holder	Assoc. Prof. Dr. Gabriela Ciot					
2.4 Year of study	II	2.5 Semester	IV	2.6. Type of assessment ¹	E	2.7 Type of module ²

3. Total estimated time (teaching hours per semester)

3.1 No. of hours per week	3	3.1 of which for course	2	3.3 of which for seminar	1
3.4 Total no. of hours in the curriculum	42	3.5 of which for course	28	3.6 of which for seminar	28
Time distribution: 5 x 25 = 125					Hours
Study by using handbook, reader, bibliography and course notes					20
Additional library/specialised online research, field research					20
Preparation of seminars/laboratories, homework, projects, portfolios and essays					10
Tutoring					10
Examinations					4
Other activities: not applicable					
3.7 Total no. of hours for individual study	64				
3.8 Total no. of hours per semester	125				
3.9 No. of ETCS credit points	5				

4. Prerequisites (where applicable)

4.1 of curriculum	• Not applicable
4.2 of competencies	• Not applicable

¹ E - exam, ME - multi-term examinations, C - colloquial examination/assessment test

² OB - core module, OP - elective module, F - extracurricular module

5. Conditions (where applicable)

5.1 For the development of the course	<ul style="list-style-type: none"> • Room for course, videoprojector
5.2 For the development of the seminar/laboratory	<ul style="list-style-type: none"> • Room for seminar, videoprojector

6. Specific skills acquired

Professional skills	<ul style="list-style-type: none"> • C5.1 Identification of negotiations process' content and operation; • C5.2 Corelation of negotiating methods with local, regional or national cultural specificity; • C5.3 Application of negotiating methods in risk conditions and in uncertainty decision-making; • C5.4 Formulation and application of specific criteria for the determination of relevance of decisions during the negotiation process; • C5.5 Correct and integrated elaboration of a negotiation plann.
Interdisciplinary skills	<ul style="list-style-type: none"> • CT 2 Coordinating a team project by assuming specific leading roles; • CT 3 Realization of a developing plan through professional training, efficient and selective use of communication continuing training sources and resources (libraries, Internet, data bases, on-line courses, etc).

7. Course objectives (based on list of acquired skills)

7.1 General objective	<ul style="list-style-type: none"> • Enrichment of knowledge referred to international negotiations process, from theoretical and practical point of view.
7.2 Specific objectives	<ul style="list-style-type: none"> • Skills training for the use of different negotiation techniques; • Development of communication skills for international negotiations; • Identify the negotiation type taking into account the cultural specificity of negotiation partner.

8. Contents

8.1 Course	Teaching methods	Observations
1. Negotiations process - conceptual delimitation	Lecture, collective dialogue	Meerts, Paul, <i>Workbook on International Negotiations</i> , Netherlands Institute of International Relations "Cligendale", 2013. Pușcaș, Vasile, <i>România spre Uniunea Europeană. Negocierile de aderare (2000-2004)</i> , Iași: Institutul European, 2007.

2. International negotiations– approaches, typology, methods, principles	Lecture, collective dialogue	Meerts, Paul, <i>Workbook on International Negotiations</i> , Netherlands Institute of International Relations "Cligendale", 2013.
3. Context and limits of process of international negotiations	Lecture, collective dialogue	Meerts, Paul, <i>Workbook on International Negotiations</i> , Netherlands Institute of International Relations "Cligendale", 2013.
4. Politic-diplomatic negotiations– characteristics	Lecture, collective dialogue	Kremenyuk, V. A., <i>International Negotiation</i> . San Francisco: Jossey –Bass Publishers, 2001.
5. Negotiations in international business environment	Lecture, collective dialogue	*** <i>Negotiating in business: Winning negotiations that preserves relationship</i> , Harvard Business School Press, 2004.
6. Cultural aspects of international negotiations	Lecture, collective dialogue	Cohen, R. <i>Negotiating across cultures: communication obstacle in international diplomacy</i> , Washington DC United States Institute of Peace, 1991; Curtin, P. A. Gaither, T. K. <i>International Public Relations: Negotiating Culture, Identity, and Power</i> , Thousand Oaks Sage Publications, 2007; Lewicki, Roy, Saunders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i> , Mc Graw-Hill Higher Education, 2003, p. 255-290.
7. Negotiations strategies and tactics	Lecture, collective dialogue	Lavadoux, F., Guggenbuhl, A. Best, E., <i>Handbook for the European Negotiator</i> , Maastricht: EIPA, 2004. Meerts, Paul, <i>Workbook on International Negotiations</i> , Netherlands Institute of International Relations

		"Cligendale", 2013.
8. European Union – an ongoing negotiation process	Lecture, colective dialogue	Pușcaș, Vasile, <i>EU Accession Negotiations (A Handbook)</i> , Wien: Hulla&Co Human Dynamics, 2013, p. 13-20. Pușcaș, Vasile, <i>România spre Uniunea Europeană. Negocierile de aderare (2000-2004)</i> , Iași:Institutul European, 2007.
9. Accession European Negotiations	Lecture, colective dialogue	Pușcaș, Vasile, <i>EU Accession Negotiations (A Handbook)</i> , Wien: Hulla&Co Human Dynamics, 2013, p. 45-54. Wallace, Helen, Pollack, Mark, Young, Alasdair, <i>Policy-Making in the European Union, 6th edition</i> , The New European Series, Oxford: Oxford Univeristy Press, 2010.
10. Institutional Framework and Actors of European Negotiations	Lecture, colective dialogue	Pușcaș, Vasile, <i>EU Accession Negotiations (A Handbook)</i> , Wien: Hulla&Co Human Dynamics, 2013, p. 72-87. Pușcaș, Vasile, <i>European Negotiations. A Case Study: The Romania's Accession to EU</i> , Gorizia: IUIES, 2006
11. Strategies and tactics in European negotiations	Lecture, colective dialogue	Lavadoux, F., Guggenbuhl, A. Best, E., <i>Handbook for the European Negotiator</i> , Maastricht: EIPA, 2004. Pușcaș, Vasile, <i>EU Accession Negotiations (A Handbook)</i> , Wien: Hulla&Co Human Dynamics, 2013, p. 88-95.
12. Negotiations positions (position papers)	Lecture, colective dialogue	Nicolaides, P., <i>Preparing for EU Membership: The paradox of Doing What the EU Does Not Require You to Do</i> , EIPASCOPE, 2, 2003. Pușcaș, Vasile, <i>EU Accession Negotiations (A Handbook)</i> , Wien: Hulla&Co Human Dynamics, 2013, p. 96-104.

13. Final Stage of European Negotiations	Lecture, collective dialogue	Pușcaș, Vasile, <i>EU Accession Negotiations (A Handbook)</i> , Wien: Hull & Co Human Dynamics, 2013, p. 115-123. Scheider, J., <i>Conflict, Negotiation and European Union Enlargement</i> , New York: Cambridge University Press, 2009.
14. Review	Collective dialogue	-

Compulsory bibliography

1. Meerts, Paul, *Workbook on International Negotiations*, Netherlands Institute of International Relations "Cligendale", 2013;
2. Pușcaș, Vasile, *România spre Uniunea Europeană. Negocierile de aderare (2000-2004)*, Iași, Institutul European, 2007;
3. Pușcaș, Vasile, "Sticks and Carrots". *Regranting the Most-Favored-Nation Status for Romania (US Congress, 1990-1996) / "Bastoane și Morcovii"*, Reacordarea clauzei națiunii celei mai favorizate (Congresul SUA, 1990-1996), Cluj-Napoca: Eikon, 2006.

Optional bibliography

1. *** *Negotiating in business: Winning negotiations that preserves relationship*, Harvard Business School Press, 2004;
2. Cohen, R. *Negotiating across cultures: communication obstacle in international diplomacy*, Washington DC United States Institute of Peace, 1991;
3. Curtin, P. A. Gaither, T. K. *International Public Relations: Negotiating Culture, Identity, and Power*, Thousand Oaks Sage Publications, 2007;
4. Lavadoux, F., Guggenbuhl, A. Best, E., *Handbook for the European Negotiator*, Maastricht: EIPA, 2004.
5. Lewicki, Roy, Sanders, David, Minton, John, Barry, Bruce, *Negotiations: readings, exercises and cases*, Mc Graw-Hill Higher Education, 2003, p. 339-416;
6. Knudsen, O. E., (ed), *Cultural Barriers, Cultural Bridges: Experience and Evidence from Diplomacy and Politics*, Stockholm Swedish Institute of International Affairs 2005;
7. Kremenyuk, V. A., *International Negotiation*. San Francisco: Jossey-Bass Publishers, 2001.

8.2 Seminar / Laboratory	Teaching methods	Observations
1. Psychological factors which influence the negotiation process	Role play, simulation	Aquilar, F., Galluccio, M. <i>Psychological Processes in International Negotiations. Theoretical and Practical Perspectives</i> , Springer, Napoli, 2008. Meerts, Paul, <i>Workbook on International Negotiations</i> , Netherlands Institute of International Relations "Cligendale", 2013, pg. 36-42.
2. Elaboration of position papers for an international negotiation	Exercise, cooperation learning	Pușcaș, Vasile, <i>EU Accession Negotiations (A Handbook)</i> , Wien: Hull & Co Human Dynamics, 2013, p. 96-104

3. Multilateral international negotiations	Role play, simulation	Meerts, Paul, <i>Workbook on International Negotiations</i> , Netherlands Institute of International Relations "Cligendale", 2013, pg. 63-69.
4. Bilateral international negotiations	Role play, simulation	Meerts, Paul, <i>Workbook on International Negotiations</i> , Netherlands Institute of International Relations "Cligendale", 2013, pg. 46, 53-55.
5. Elaboration of position papers and background dossier	Exercise, cooperation learning	Pușcaș, Vasile, <i>EU Accession Negotiations (A Handbook)</i> , Wien: Hulla&Co Human Dynamics, 2013, p. 96-104.
6. European politic-diplomatic negotiation – simulation (I)	Role play, simulation	Lewicki, Roy, Saunders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i> , Mc Graw-Hill Higher Education, 2003, p. 582
7. European politic-diplomatic negotiation – simulation (II)	Role play, simulation	Lewicki, Roy, Saunders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i> , Mc Graw-Hill Higher Education, 2003, p. 582
Bibliography		
<ol style="list-style-type: none"> Ciot, Gabriela, <i>Modelul negociatorului (idiosincraziile în procesul decizional al politicii externe)</i>, Cluj-Napoca: Eikon, 2012. Lewicki, Roy, Saunders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i>, Mc Graw-Hill Higher Education, 2003. Meerts, Paul, <i>Workbook on International Negotiations</i>, Netherlands Institute of International Relations "Cligendale", 2013; Pușcaș, Vasile, <i>EU Accession Negotiations (A Handbook)</i>, Wien: Hulla&Co Human Dynamics, 2013, www.renanetwork.org/documents/wgroups/EU%20Accession%20Negotiations%20_Handbook.rar, p. 96-104. 		

9. The correspondence between the content of the course and the expectations of the academic community, professional associations and representative employers in the field:

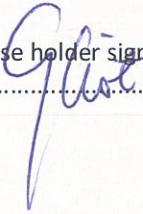
- After this course, the students could have a successful career in the field of international relations and diplomacy, having the competencies for different activities in international NGOs, ministries, embassies or public and regional administrations.

10. Assessment

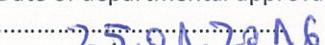
Type of activity	10.1 Assessment criteria	10.2 Assessment methods	10.3 Percentage of the final grade
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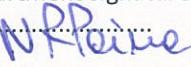
10.4 Course	Participation to course activities, studying the bibliography, written paper	Written	90%
10.5 Seminar/Laboratory	Participation to seminar activities, on-line discussion, simulation, role play	Colocquim	10%
10.6 Minimum standard of performance			
<ul style="list-style-type: none"> • Grade 5 (five) 			

Date
25.01.2016

Course holder signature


Seminar holder signature


Date of departmental approval


Head of department signature




FIŞA DISCIPLINEI

1. Date despre program

1.1. Instituția de învățământ superior	Universitatea Babeș-Bolyai Cluj-Napoca						
1.2. Facultatea	Facultatea de Studii Europene						
1.3. Departamentul	Studii Europene și Guvernanță						
1.4. Domeniul de studiu	Relații internaționale și studii europene						
1.5. Ciclul de studii	licență						
1.6. Programul de studii/ Calificarea	Relații Internaționale și Studii Europene						

2. Date despre disciplină

2.1. Denumirea disciplinei	Negocieri internaționale și europene						
2.2. Titularul activităților de curs	Conf.dr. Gabriela Ciot						
2.3. Titularul activităților de seminar	Conf.dr. Gabriela Ciot						
2.4. Anul de studiu	II	2.5. Semestrul	IV	2.6. Tipul de evaluare ¹	E	2.7. Regimul disciplinei ²	OB

3. Timpul total estimat (ore pe semestru al activităților didactice)

3.1. Nr. de ore pe săptămână	3	Din care 3.2. curs	2	Din care 3.3. seminar/ laborator	1	
3.4. Total ore din planul de învățământ	42	Din care 3.5. curs	28	Din care 3.6. seminar/ laborator	14	
Distribuția fondului de timp					ore convenționale $5 \times 25 = 125$	
Studiul după manual, suport de curs, bibliografie și notițe					20	
Documentare suplimentară în bibliotecă, pe platformele electronice de specialitate și pe teren					20	
Pregătire seminarii/ laboratoare, teme, referate, portofolii și eseuri					10	
Tutoriat					10	
Examinări					4	
Alte activități: nu este cazul						
3.7. Total ore studiu individual	64					
3.8. Total ore pe semestru	125					
3.9. Numărul de credite	5					

4. Precondiții (acolo unde este cazul)

4.1. de curriculum	<input checked="" type="radio"/> nu este cazul
4.2. de competențe	<input checked="" type="radio"/> nu este cazul

5. Condiții (acolo unde este cazul)

5.1. de desfășurare a cursului	Sala de curs, videoproiector
5.2. de desfășurare a seminarului/ laboratorului	Sala de seminar, videoproiector

6. Competențele specifice acumulate

¹ Tipul de evaluare: E – examen, VP – verificare pe parcurs, C – colocviu.

² Regimul disciplinei: OB - obligatorie, OP - opțională, F- facultativă.

Competențe profesionale	<ul style="list-style-type: none"> • C5.1 Identificarea conținutului și funcționării proceselor de negociere; • C5.2 Corelarea metodelor de negociere cu specificul cultural local, regional sau național; • C5.3 Aplicarea metodelor de negociere în condiții de risc și de incertitudine decizională; • C5.4 Formularea și aplicarea unor criterii specifice pentru a determina pertinența unor decizii în procesul negocierii; • C5.5 Elaborarea coerentă și integrată a unui plan de negociere.
Competențe Transversale	<ul style="list-style-type: none"> • CT 2 Cordonarea realizării unui proiect în echipă cu asumarea de roluri de conducere specifice; • CT 3 Realizarea unui plan de dezvoltare prin formarea profesională, prin utilizarea eficientă și selectivă a surselor și resurselor de comunicare și instruire continuă (biblioteci, internet, baze de date, cursuri on-line, etc).

7. Obiectivele disciplinei (reieșind din grila competențelor specifice acumulate)

7.1 Obiectivul general al disciplinei	<ul style="list-style-type: none"> • Îmbogățirea cunoștințelor referitoare la procesul negocierilor internaționale din punct de vedere teoretic și practic.
7.2 Obiective specifice	<ul style="list-style-type: none"> • Formarea abilităților de utilizarea a diferitelor tehnici de negociere; • Dezvoltarea abilităților de comunicare în cadrul negocierilor internaționale; • Identificarea tipului de negociere în funcție de specificul cultural al partenerului de negociere.

8. Conținuturi

8.1 Curs	Metode de predare	Observații
1. Procesul de negociere – delimitare conceptuală	Prelegerea academică, dialogul colectiv	Meerts, Paul, <i>Workbook on International Negotiations</i> , Netherlands Institute of International Relations "Cligendale", 2013. Pușcaș, Vasile, <i>România spre Uniunea Europeană. Negocierile de aderare (2000-2004)</i> , Iași, Institutul European, 2007.
2. Negocierile internaționale – abordări, tipologie, metode, principii	Prelegerea academică, dialogul colectiv	Meerts, Paul, <i>Workbook on International Negotiations</i> , Netherlands Institute of International Relations "Cligendale", 2013.
3. Context și limite în procesul negocierilor internaționale	Prelegerea academică, dialogul colectiv	Meerts, Paul, <i>Workbook on International Negotiations</i> , Netherlands Institute of International Relations "Cligendale", 2013.
4. Negocieri politico-diplomatiche – caracteristici	Prelegerea academică, dialogul colectiv	Kremenyuk, V. A., <i>International Negotiation</i> . San Francisco: Jossey-Bass Publishers, 2001.
5. Negocieri în mediul internațional de	Prelegerea academică, dialogul colectiv	*** <i>Negotiating in business: Winning negotiations that preserves relationship</i> , Harvard Business School Press, 2004.

afaceri		
6. Aspecte culturale ale negocierilor internaționale	Prelegherea academică, dialogul colectiv	Cohen, R. <i>Negotiating across cultures: communication obstacle in international diplomacy</i> , Washington DC United States Institute of Peace, 1991; Curtin, P. A. Gaither, T. K. <i>International Public Relations: Negotiating Culture, Identity, and Power</i> , Thousand Oaks Sage Publications, 2007; Lewicki, Roy, Saunders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i> , Mc Graw-Hill Higher Education, 2003, p. 255-290.
7. Strategii și de tactici negociere	Prelegherea academică, dialogul colectiv	Lavadoux, F., Guggenbuhl, A. Best, E., <i>Handbook for the European Negotiator</i> , Maastricht: EIPA, 2004. Meerts, Paul, <i>Workbook on International Negotiations</i> , Netherlands Institute of International Relations "Cligendale", 2013.
8. Uniunea Europeană – un proces continuu de negociere	Prelegherea academică, dialogul colectiv	Pușcaș, Vasile, <i>EU Accession Negotiations (A Handbook)</i> , Wien: Hulla&Co Human Dynamics, 2013, www.renanetwork.org/documents/wgroups/EU%20Accession%20Negotiations%20_Handbook.rar , p. 13-20. Pușcaș, Vasile, <i>România spre Uniunea Europeană. Negocierile de aderare (2000-2004)</i> , Iași:Institutul European, 2007.
9. Negocierile europene de aderare	Prelegherea academică, dialogul colectiv	Pușcaș, Vasile, <i>EU Accession Negotiations (A Handbook)</i> , Wien: Hulla&Co Human Dynamics, 2013, www.renanetwork.org/documents/wgroups/EU%20Accession%20Negotiations%20_Handbook.rar , p. 55-71. Pușcaș, Vasile, <i>România spre Uniunea Europeană. Negocierile de aderare (2000-2004)</i> , Iași:Institutul European, 2007. Pușcaș, Vasile, <i>European Negotiations. A Case Study: The Romania's Accession to EU</i> , Gorizia: IUIES, 2006.
10. Cadrul instituțional și actorii în cadrul negocierilor europene	Prelegherea academică, dialogul colectiv	Pușcaș, Vasile, <i>EU Accession Negotiations (A Handbook)</i> , Wien: Hulla&Co Human Dynamics, 2013, www.renanetwork.org/documents/wgroups/EU%20Accession%20Negotiations%20_Handbook.rar , p. 72-87. Pușcaș, Vasile, <i>European Negotiations. A Case Study: The Romania's Accession to EU</i> , Gorizia: IUIES, 2006
11. Strategii și în tactici negocierile europene	Prelegherea academică, dialogul colectiv	Lavadoux, F., Guggenbuhl, A. Best, E., <i>Handbook for the European Negotiator</i> , Maastricht: EIPA, 2004. Pușcaș, Vasile, <i>EU Accession Negotiations (A Handbook)</i> , Wien: Hulla&Co Human Dynamics, 2013, www.renanetwork.org/documents/wgroups/EU%20Accession%20Negotiations%20_Handbook.rar , p. 88-95.
12. Documentele de poziție	Prelegherea academică, dialogul colectiv	Nicolaides, P., <i>Preparing for EU Membership: The paradox of Doing What the EU Does Not Require You to Do</i> , EIPASCOPE, 2, 2003. Pușcaș, Vasile, <i>EU Accession Negotiations (A</i>

		<i>Handbook</i>), Wien: Hull&Co Human Dynamics, 2013, www.renanetwork.org/documents/wgroups/EU%20Accession%20Negotiations%20_Handbook.rar , p. 96-104.
13. Stadiul final al negocierilor europene	Prelegherea academică, dialogul colectiv	Pușcaș, Vasile, <i>EU Accession Negotiations (A Handbook)</i> , Wien: Hull&Co Human Dynamics, 2013, www.renanetwork.org/documents/wgroups/EU%20Accession%20Negotiations%20_Handbook.rar , p. 115-123. Scheider, J., <i>Conflict, Negotiation and European Union Enlargement</i> , New York: Cambridge University Press, 2009.
14. Recapitulare	Dialogul colectiv	-
Bibliografie obligatorie		
<p>1. Meerts, Paul, <i>Workbook on International Negotiations</i>, Netherlands Institute of International Relations "Cligendale", 2013;</p> <p>2. Pușcaș, Vasile, <i>România spre Uniunea Europeană. Negocierile de aderare (2000-2004)</i>, Iași, Institutul European, 2007;</p> <p>3. Pușcaș, Vasile, "Sticks and Carrots". <i>Regranting the Most-Favored-Nation Status for Romania (US Congress, 1990-1996) / "Bastoane și Morcovii"</i>, Reacordarea clauzei națunii celei mai favorizate (Congresul SUA, 1990-1996), Cluj-Napoca: Eikon, 2006.</p>		
Bibliografie optională		
<p>1. *** <i>Negotiating in business: Winning negotiations that preserves relationship</i>, Harvard Business School Press, 2004;</p> <p>2. Cohen, R. <i>Negotiating across cultures: communication obstacle in international diplomacy</i>, Washington DC United States Institute of Peace, 1991;</p> <p>3. Curtin, P. A. Gaither, T. K. <i>International Public Relations: Negotiating Culture, Identity, and Power</i>, Thousand Oaks Sage Publications, 2007;</p> <p>4. Lavadoux, F., Guggenbuhl, A. Best, E., <i>Handbook for the European Negotiator</i>, Maastricht: EIPA, 2004.</p> <p>5. Lewicki, Roy, Saunders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i>, Mc Graw-Hill Higher Education, 2003, p. 339-416;</p> <p>6. Knudsen, O. E., (ed), <i>Cultural Barriers, Cultural Bridges: Experience and Evidence from Diplomacy and Politics</i>, Stockholm Swedish Institute of International Affairs 2005;</p> <p>7. Kremenyuk, V. A., <i>International Negotiation</i>. San Francisco: Jossey –Bass Publishers, 2001.</p>		
8.2 Seminar/laborator	Metode de predare	Observații
1. Factorii psihologici care influențează procesul de negociere	Joc de rol, simulare	Aquilar, F., Galluccio, M. <i>Psychological Processes in International Negotiations. Theoretical and Practical Perspectives</i> , Springer, Napoli, 2008. Meerts, Paul, <i>Workbook on International Negotiations</i> , Netherlands Institute of International Relations "Cligendale", 2013, pg. 36-42.
2. Elaborarea documentelor de poziție pentru o negociere internațională	Exercițiu, învățarea prin cooperare	Pușcaș, Vasile, <i>EU Accession Negotiations (A Handbook)</i> , Wien: Hull&Co Human Dynamics, 2013, www.renanetwork.org/documents/wgroups/EU%20Accession%20Negotiations%20_Handbook.rar , p. 96-104
3. Negocieri internaționale multilaterale	Joc de rol, simulare	Meerts, Paul, <i>Workbook on International Negotiations</i> , Netherlands Institute of International Relations "Cligendale", 2013, pg. 63-69.
4. Negocieri internaționale bilaterale	Joc de rol, simulare	Meerts, Paul, <i>Workbook on International Negotiations</i> , Netherlands Institute of International Relations "Cligendale", 2013, pg. 46, 53-55.
5. Elaborarea documentelor de	Exercițiu, învățarea prin cooperare	Pușcaș, Vasile, <i>EU Accession Negotiations (A Handbook)</i> , Wien: Hull&Co Human Dynamics,

poziție și a dosarului de fundamentare		2013, www.renanetwork.org/documents/wgroups/EU%20Accession%20Negotiations%20_Handbook.rar , p. 96-104.
6. Negocieri europene politico-diplomatie – simulări (I)	Joc de rol, simulare	Lewicki, Roy, Saunders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i> , Mc Graw-Hill Higher Education, 2003, p. 582
7. Negocieri europene politico-diplomatie – simulări (II)	Joc de rol, simulare	Lewicki, Roy, Saunders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i> , Mc Graw-Hill Higher Education, 2003, p. 582
Bibliografie		
<p>1. Ciot, Gabriela, <i>Modelul negociatorului (idiosincraziile în procesul decizional al politicii externe)</i>, Cluj-Napoca: Eikon, 2012.</p> <p>2. Lewicki, Roy, Saunders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i>, Mc Graw-Hill Higher Education, 2003.</p> <p>3. Meerts, Paul, <i>Workbook on International Negotiations</i>, Netherlands Institute of International Relations "Cligendale", 2013;</p> <p>4. Pușcaș, Vasile, <i>EU Accession Negotiations (A Handbook)</i>, Wien: Hull & Co Human Dynamics, 2013, www.renanetwork.org/documents/wgroups/EU%20Accession%20Negotiations%20_Handbook.rar, p. 96-104.</p>		

9. Coroborarea conținuturilor disciplinei cu așteptările reprezentanților comunității epistemice, asociațiilor profesionale și angajatorilor reprezentativi din domeniul aferent programului

- După acest curs, studenții vor putea avea o carieră de succes în domeniul relațiilor internaționale și a diplomației, având competențele necesare desfășurării activităților în cadrul organizațiilor non-guvernamentale, al ministerelor, ambasadelor sau administrațiilor publice și regionale.

10. Evaluare

Tip de activitate	10.1. Criterii de evaluare	10.2. Metode de evaluare	10.3. Pondere din nota finală
10.4. Curs	participare la activitățile de curs, studierea bibliografiei de specialitate, lucrare scrisă	Scris	90%
10.5. Seminar/laborator	participare la activitățile de seminar, la discuțiile on-line, simulări, joc de rol	Colocviu	10%
10.6. Standard minim de performanță			
Nota 5 (cinci)			

Data completării:
25.01.2016

Semnătura titularului de curs:
.....

Semnătura titularului de seminar:
.....

Data avizării în catedră
25.01.2016

Semnătura Șefului de departament/catedră
.....