



## Course syllabus

### Academic year 2023-2024

#### 1. Information about the program

1.1 Higher Education Institution	<b>Babeș-Bolyai University</b>
1.2 Faculty	<b>European Studies</b>
1.3 Department	<b>European Studies and Governance</b>
1.4 Field of study	<b>International Relations and European Studies</b>
1.5 Study level	<b>Master</b>
1.6 Programme of study/ Qualification	<b>Cultural Diplomacy and International Relations</b>

#### 2. Information about the discipline

2.1 Title								Negotiations and Intercultural Relations							
2.2 Course holder				Professor Ph.D. Gabriela Ciot											
2.3 Seminar holder				Professor Ph.D. Gabriela Ciot											
2.4 Year of study		2	2.5 Semester		3	2.6. Type of assessment <sup>1</sup>		E	2.7 Type of module <sup>2</sup>		OB				

#### 3. Total estimated time (teaching hours per semester)

3.1 No. of hours per week	<b>2</b>	3.2 of which for course	<b>1</b>	3.3 of which for seminar	<b>1</b>
3.4 Total no. of hours in the curriculum	<b>28</b>	3.5 of which for course	<b>14</b>	3.6 of which for seminar	<b>14</b>
Time distribution:					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: .....					
3.7 Total no. of hours for individual study	64				
3.8 Total no. of hours per semester	175				
3.9 No. of ETCS credit points	6				

#### 4. Prerequisites (where applicable)

4.1 of curriculum	❖ It is not the case
4.2 of competencies	❖ It is not the case

#### 5. Conditions (where applicable)

5.1 For the development of the course	❖ Classroom, projector
5.2 For the development of the seminar/laboratory	❖ Seminar room, projector

<sup>1</sup> E - exam, ME - multi-term examinations, C - collocutional examination/assessment test

<sup>2</sup> OB - core module, OP - elective module, F - extracurricular module



## 6. Specific skills acquired

<b>Professional skills</b>	<ul style="list-style-type: none"> <li>❖ C5.1 Identify the content and operation of processes for cross-cultural negotiation;</li> <li>❖ C5.2 Correlation methods of negotiating cultural specificity local, regional or national;</li> <li>❖ C5.3 Methods of negotiation under risk and uncertainty decision;</li> <li>❖ C5.4 Formulation and application of specific criteria to determine the appropriateness of decision in the negotiation;</li> <li>❖ C5.5 Develop a coherent and integrated negotiated plan.</li> </ul>
<b>Interdisciplinary skills</b>	<ul style="list-style-type: none"> <li>❖ CT 2 Coordinates the implementation of a project team to assume leadership specific roles;</li> <li>❖ CT 3 Creating a development plan through training, through the efficient and selective sources and communication resources and continuing education (library, internet, databases, online courses, etc.).</li> </ul>

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

7.1 General objective	<ul style="list-style-type: none"> <li>❖ Enriching knowledge of international negotiation process (theoretically and practically).</li> </ul>
7.2 Specific objectives	<ul style="list-style-type: none"> <li>❖ Skills training to use various negotiation techniques;</li> <li>❖ Developing communication skills in international negotiations;</li> <li>❖ Identify the type of negotiation according to the specific cultural negotiation partner.</li> </ul>

## 8. Contents

8.1 Course	Teaching methods	Observations
<b>1. Conceptualizing the process of negotiating and the architecture of international negotiations</b>	Academic lectures, collective dialogue	Meerts, Paul, <i>Workbook on International Negotiations</i> , Netherlands Institute of International Relations "Cligendale", 2013.
<b>2. Diplomatic negotiations - characteristics and development</b>	Academic lectures, collective dialogue	Kremenyuk, V. A., <i>International Negotiation</i> . San Francisco: Jossey –Bass Publishers, 2001.
<b>3. International business negotiations</b>	Academic lectures, collective dialogue	*** <i>Negotiating in business: Winning negotiations that preserves relationship</i> , Harvard Business School Press, 2004.
<b>4. Cultural aspects of international negotiations</b>	Academic lectures, 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; Knudsen, O. E., (ed), <i>Cultural Barriers, Cultural Bridges: Experience and Evidence from Diplomacy and Politics</i> , Stockholm Swedish Institute of International Affairs, 2005.
<b>5. Cognitive, emotional and communication factors in international negotiations</b>	Academic lectures, collective dialogue	Knudsen, O. E., (ed), <i>Cultural Barriers, Cultural Bridges: Experience and Evidence from Diplomacy and Politics</i> , Stockholm Swedish Institute of International Affairs 2005;
<b>6. International crisis negotiation</b>	Academic lectures, collective dialogue	Lewicki, Roy, Sauders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i> , Mc Graw-Hill Higher Education, 2003, p. 435-478.

#### **Bibliography:**

##### **Compulsory bibliography**

1. Cohen, R.: *Negotiating Across Cultures*. Washington D. C: United States Institute of Peace Press, 1997.
2. Kremenyuk, V. A.: *International Negotiation*. San Fransisco: Jossey –Bass Publishers, 2001.
3. Meerts, Paul, *Workbook on International Negotiations*, Netherlands Institute of International Relations “Cligendale”, 2013.

##### **Optional bibliography**

1. \*\*\* *Negotiating in business: Winning negotiations that preserves relationship*, Harvard Business School Press, 2004.
2. Hamilton, K. & R. Langhorne, *The practice of diplomacy*, London: Routledge, 1995, 2nd ed. 2010.
3. Lewicki, Roy, Sauders, David, Minton, John, Barry, Bruce, *Negotiations: readings, exercises and cases*, Mc Graw-Hill Higher Education, 2003.
4. Knudsen, O. E., (ed), *Cultural Barriers, Cultural Bridges: Experience and Evidence from Diplomacy and Politics*, Stockholm Swedish Institute of International Affairs 2005.
5. Pigman, G. *Contemporary diplomacy*, Portsmouth: Wiley, 2010.

<b>8.2 Seminar/Laboratory</b>	Teaching methods	Observations
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<b>1. Studying the behavior of negotiators</b>	Case Analysis	The Negotiator Movie Bridge of spies, etc.
<b>2. International diplomatic multilateral negotiations</b>	Study case	Lewicki, Roy, Sauders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i> , Mc Graw- Hill Higher Education, 2003, p. 582
<b>3. International diplomatic bilateral negotiations</b>	Study case	Lewicki, Roy, Sauders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i> , Mc Graw- Hill Higher Education, 2003, p. 582
<b>4. International business negotiations</b>	Study case	Lewicki, Roy, Sauders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i> , Mc Graw- Hill Higher Education, 2003, p. 534
<b>5. International social negotiations</b>	Study case	Lewicki, Roy, Sauders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i> , Mc Graw- Hill Higher Education, 2003, p. 522
<b>6. International crisis negotiations</b>	Study case	PON, <i>What is a crisis negotiation?</i> , PON, 2022, <a href="https://www.pon.harvard.edu/tag/crisis-negotiation/">https://www.pon.harvard.edu/tag/crisis-negotiation/</a> PON, <i>Advanced Negotiation Strategies and Concepts: Hostage Negotiation Tips for Business Negotiators</i> , 2009, <a href="https://www.pon.harvard.edu/daily/conflict-">https://www.pon.harvard.edu/daily/conflict-</a>



		<a href="#">resolution/hostage-negotiation-tips-for-business-negotiators/</a> PON, 2020, <i>A Crisis Negotiations Case Study: Chen Guangcheng, the United States, China, and Diplomatic Negotiations</i> , <a href="https://www.pon.harvard.edu/daily/international-negotiation-daily/learning-from-international-negotiations-the-chen-guangcheng-crisis/">https://www.pon.harvard.edu/daily/international-negotiation-daily/learning-from-international-negotiations-the-chen-guangcheng-crisis/</a> .
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#### **Bibliography:**

1. Lewicki, Roy, Saunders, David, Minton, John, Barry, Bruce, *Negotiations: readings, exercises and cases*, McGraw-Hill Higher Education, 2003;
2. Pușcaș, Vasile, *EU Accession Negotiations (A Handbook)*, Wien: Hulla&Co Human Dynamics, 2013, [www.renannetwork.org/documents/wgroups/EU%20Accession%20Negotiations%20\\_Handbook.rar](http://www.renannetwork.org/documents/wgroups/EU%20Accession%20Negotiations%20_Handbook.rar).

#### **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, students will have a successful career in international relations and diplomacy, with the skills necessary to conduct the activities of non-governmental organizations, ministries, embassies and government

#### **10. Assessment**

Type of activity	10.1 Assessment criteria	10.2 Assessment methods	10.3 Percentage of the final grade
10.4 Course	participation in the course, studying the bibliography	Continuing and final oral evaluation	50%
10.5 Seminar/ Laboratory	participation in the seminar, study case presentation for an international negotiation (written paper of 8-10 pages)	Essay and study-cases presentation	50%
<i>Ex officio: 1 point</i>			
10.6 Minimum standard of performance			



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For grade 5: Describing a specific cultural style of negotiation.	For grade 10: Preparing a study case, describing an intercultural negotiation (diplomatic or commercial).
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Date

Course holder signature

Seminar holder signature

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Date of departmental approval

Head of department signature

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