



Course syllabus

Academic year 2022-2023

1. Information about the program

1.1 Higher Education Institution	Babeș-Bolyai University
1.2 Faculty	European Studies
1.3 Department	International Relations and German Studies
1.4 Field of study	International Relations and European Studies
1.5 Study level	Bachelor
1.6 Programme of study/ Qualification	International Relations and European Studies (English line of study)

2. Information about the discipline

2.1 Title	Foreign Policy and Diplomacy						
2.2 Course holder	Professor Valentin Naumescu						
2.3 Seminar holder	PhD candidate Diana Petruț						
2.4 Year of study	III	2.5 Semester	I (V)	2.6. Type of assessment ¹	E.	2.7 Type of module ²	OB.

3. Total estimated time (teaching hours per semester)

3.1 No. of hours per week	3	3.2 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	14
Time distribution: conventional hours 5x25=125					Hours
Study by using handbook, reader, bibliography, and course notes					30
Additional library/specialised online research, field research					12
Preparation of seminars/laboratories, homework, projects, portfolios, and essays					12
Tutoring					4
Examinations					10
Other activities: Research, elaboration of the project					15
3.7 Total no. of hours for individual study	83				
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	-
4.2 of competencies	-

5. Conditions (where applicable)

5.1 For the development of the course	-
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¹ E - exam, ME - multi-term examinations, C – colloquium examination/assessment test

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



5.2 For the development of the seminar/laboratory	-
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6. Specific skills acquired

Professional skills	<p>C1. Utilizing the fundamentals of international relations theories in the study of European and international processes</p> <p>C2. Elaborating European and international projects</p> <p>C3. Utilizing methodologies of analysis in the field of international relations and European affairs</p> <p>C4. Designing strategies in the field of international relations and European affairs</p> <p>C5. Ensuring assistance in the field of international negotiations and mediation between groups with diverse interests</p> <p>C6. Ensuring assistance in the management of relations within the organisations and institutions involved in European and international processes</p>
Interdisciplinary skills	<p>CT1. Managing specific information for solving complex tasks in context (receiving, transmitting, processing, storing information in profile documents), including the use of a language of international circulation at advanced level, and of a second foreign language at medium or advanced level</p> <p>CT2. Applying techniques of efficient teamwork in a multidisciplinary team corresponding to diverse hierarchical levels</p> <p>CT3. Objectively self-evaluating the need of professional training in order to insert and adapt to the requirements of the labour market.</p>

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

7.1 General objective	<ul style="list-style-type: none"> ❖ Acquiring the basic capacities necessary for the activity in the field of foreign policy and diplomacy.
7.2 Specific objectives	<p>Developing specific abilities for:</p> <ul style="list-style-type: none"> ❖ Political, economic, and cultural context analyses, in the context of a globalised international stage; ❖ Identifying the appropriate messages, actors, available resources, as well as the efficient mechanisms of transmitting (promoting) public messages of foreign policy; ❖ Elaborating and presenting a project in the field of foreign policy and diplomacy.

8. Contents

8.1 Course	Teaching methods	Observations
Introductory concepts in foreign policy, and the diplomatic and consular service, respectively	Lecture, interactive approach	V. Naumescu, D. N. Petruț, (2022), ch. 1
The Ministry of Foreign Affairs – roles, organisation, political-administrative integration	Lecture, interactive approach	V. Naumescu, D. N. Petruț, (2022), ch. 2
Political decision, mandate, international representation, and negotiations	Lecture, interactive approach	V. Naumescu, D. N. Petruț, (2022), ch. 1



Types of diplomatic representations and consular offices. Diplomatic and consular ranks.	Lecture, interactive approach	V. Naumescu, D. N. Petruț, (2022), ch. 1 and 3
Embassies. Organisation and roles in bilateral relations	Lecture, interactive approach	V. Naumescu, D. N. Petruț, (2022), ch. 3
Permanent missions (representations) to international organisations	Lecture, analysis, debate	V. Naumescu, D. N. Petruț, (2022), ch. 3 and 4
Consular offices (general consulates, consulates, vice-consulates). Consular functions	Lecture, analysis, debate	V. Naumescu, D. N. Petruț, (2022), ch. 1 and 3
Cultural institutes (centres). European cultural diplomacy: EUNIC	Lecture, analysis, debate	V. Naumescu, D. N. Petruț, (2022), ch. 7
Bilateral diplomacy and multilateral diplomacy	Lecture, analysis, debate	V. Naumescu, D. N. Petruț, (2022), ch. 1 and 4
International summits and conferences	Lecture, analysis, debate	V. Naumescu, D. N. Petruț, (2022), ch. 1 and 4
Accreditation. Recall. Note verbale, telegram, diplomatic courier. Diplomatic protocol. Principles, rules. Official address formulas	Lecture, analysis, debate	V. Naumescu, D. N. Petruț, (2022), ch. 1
The order of precedence in a state	Lecture, analysis, debate	V. Naumescu, D. N. Petruț, (2022), ch. 1
Public and cultural diplomacy. Models of action	Lecture, analysis, debate	V. Naumescu, D. N. Petruț, (2022), ch. 7
Economic diplomacy	Lecture, analysis, debate	V. Naumescu, D. N. Petruț, (2022), ch. 8

Mandatory bibliography:

1. Naumescu, Valentin and Petruț, Diana-Nicoleta (eds.), *Foreign Policy and Diplomacy: An Introduction*, Second Edition, Cluj-Napoca: Presa Universitară Clujeană, 2022.

Supplementary bibliography (indicative):

2. Berridge, G. R., *Diplomacy: Theory and Practice*, Fourth Edition, Basingstoke: Palgrave Macmillan, 2010
3. Hocking, B., and Spence, D., (eds.), *Foreign Ministries in the European Union: Integrating Diplomats*, Basingstoke, Palgrave Macmillan, 2002.
4. Melissen, Jan, (editor), *The New Public Diplomacy: Soft Power in International Relations*, Basingstoke: Palgrave Macmillan, 2006.
5. Pigman, Geoffrey Allen, *Contemporary Diplomacy: Representation and Communication in a Globalized World*, Cambridge: Polity Press, 2010.



8.2 Seminar/Laboratory	Teaching methods	Observations
Seminar 1. Introductory considerations and seminar organisational aspects	Interactive session	
Seminar 2. A) Foreign policy – case study 1 B) Foreign policy – case study 2	Student-led sessions: each seminar, 2 teams of students will present a group project, representing 1.5 points out of the 3 points available for the seminar. Methods the students can use include, but are not limited to: PowerPoint presentation, debates, quizzes, simulations, videos, etc. Creativity and interaction with the rest of the class are highly encouraged.	To prepare the project, students can use the course and seminar bibliography, but are also encouraged to do their own research and bring new and relevant sources.
Seminar 3. A) United Nations diplomacy B) International organizations, summits, and conferences		
Seminar 4. A) Bilateral negotiations – case study B) Multilateral negotiations – case study		
Seminar 5. A) Diplomacy and conflict resolution B) Diplomatic protocol		
Seminar 6. A) Public diplomacy B) Cultural diplomacy		
Seminar 7. A) Economic diplomacy B) Recap and exam preparation	Student-led session; interactive session	
Bibliography:		
<ol style="list-style-type: none"> 1. Berridge, G.R., <i>Diplomacy: Theory and Practice</i>, London and New York: Palgrave Macmillan, 2010 2. <i>Routledge Handbook of Public Diplomacy</i>, New York: Routledge, 2009 3. Melissen, Jan (ed.), <i>The New Public Diplomacy: Soft Power in International Relations</i>, New York: Palgrave Macmillan, 2005 4. Zaharna, R.S., <i>Battles to Bridges: US Strategic Communication and Public Diplomacy after 9/11</i>, New York: Palgrave Macmillan, 2010 5. Wood, John R.; Serres, Jean, <i>Diplomatic Ceremonial and Protocol</i>, New York: Palgrave Macmillan, 1971 		

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

- The subject offers, through the specific contents of the lectures and seminars, as well as through individual study guided by the themes of the bibliography and of the team project, the basic professional abilities for the start of a career in the field of diplomacy.



10. Assessment

Type of activity	10.1 Assessment criteria	10.2 Assessment methods	10.3 Percentage of the final grade
10.4 Course	The clear explanation of concepts, meanings and mechanisms of foreign policy and diplomacy, based on the lectures and bibliography. Making the necessary connections between the studied field and certain aspects of reality. The logical integration of knowledge in a real political-administrative system.	Oral examination: individual discussion (interview) in the exam session. During the semester there is the possibility of a partial verification of knowledge (optional).	2/3 (0-6p.)
10.5 Seminar/ Laboratory	The quality and consistency of seminar activity (group project, answers, interventions, opinions)	Continuous assessment	1/3 (0-3p.)
<i>Ex officio: 1 point</i>			
10.6 Minimum standard of performance			
For grade 5:		For grade 10:	

Date
 27 September 2022

Course holder signature
 Professor Valentin Naumescu

Seminar holder signature
 PhD candidate Diana Petruț

Date of departmental approval

Head of department signature

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