



## 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	<b>Negotiating Green Deal Policies in an Intercultural Context</b>						
2.2 Course holder	<b>Professor Ph.D. Gabriela Ciot</b>						
2.3 Seminar holder	<b>Professor Ph.D. Gabriela Ciot</b>						
2.4 Year of study	<b>1</b>	2.5 Semester	<b>1</b>	2.6. Type of assessment <sup>1</sup>	<b>E</b>	2.7 Type of module <sup>2</sup>	<b>OP</b>

#### 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. Introduction to Green Deal - keyconcepts and frameworks</b>	Academic lectures, collective dialogue	European Commission, <i>European Green Deal</i> , <a href="https://commission.europa.eu/strategy-and-policy/priorities-2019-2024/european-green-deal_en">https://commission.europa.eu/strategy-and-policy/priorities-2019-2024/european-green-deal_en</a>
<b>2. Understanding climate negotiations – Conference Of Parties (COP)</b>	Academic lectures, collective dialogue	Snorek, J., Gilmore, E., “Transformational learning and engagement on climate action for students attending a climate negotiation”, in <i>Nature Journal</i> , npj Climate Action, 25 (2023): <a href="https://doi.org/10.1038/s44168-023-00052-7">https://doi.org/10.1038/s44168-023-00052-7</a>
<b>3. Global Challenges: preparing to negotiate Green Deal policies</b>	Academic lectures, collective dialogue	European Commission, <i>NDICI-Global Europe ‘Global Challenges’ thematic programme Multi-annual indicative programme 2021-2027</i> , 2021, <a href="https://international-partnerships.ec.europa.eu/system/files/2022-01/mip-2021-c2021-9157-global-challenges-annex_en.pdf">https://international-partnerships.ec.europa.eu/system/files/2022-01/mip-2021-c2021-9157-global-challenges-annex_en.pdf</a>
<b>4. Environmental Diplomacy. Negotiating Green Solutions</b>	Academic lectures, collective dialogue	Sebastiao, S. P., Soares, I., “Environmental diplomacy: from transnational policies to the role of ambassadors – the contribution of David Attenborough (2018–2020)”, in <i>Journal of</i>



		<i>Communication Management</i> , vol. 27, no. 2 2023, pp. 207-225, <a href="https://www.emerald.com/insight/content/doi/10.1108/JCOM-04-2022-0030/full/pdf">https://www.emerald.com/insight/content/doi/10.1108/JCOM-04-2022-0030/full/pdf</a>
<b>5. Environmental ethics</b>	Academic lectures, collective dialogue	Palmer, C., McShane, K., Sandler, R., “Environmental ethics”, in <i>Annual Review of Etichs</i> , 2014, 39: 419-42, <a href="https://www.annualreviews.org/doi/pdf/10.1146/annurev-environ-121112-094434">https://www.annualreviews.org/doi/pdf/10.1146/annurev-environ-121112-094434</a>
<b>6. International crisis negotiation</b>	Academic lectures, collective dialogue	Diana Vela Almeida, Vijay Kolinjivadi, Tomasso Ferando, et al, <The “Greening” of Empire: The European Green Deal as the EU first agenda>, in <i>Political Geography</i> , 105, 2023, 102925, <a href="https://www.sciencedirect.com/science/article/pii/S0962629823001038">https://www.sciencedirect.com/science/article/pii/S0962629823001038</a>

**Bibliography:**

**Compulsory bibliography**

1. Ciot, M.G. “On European Green Deal and Sustainable Development Policy (the Case of Romania)”, in *Sustainability*, 2021, volume 13, issue 21, 12233. <https://doi.org/10.3390/su132112233>.
2. Ciot, M.G., “Implementation Perspectives for the European Green Deal in Central and Eastern Europe”, in *Sustainability*, 2022, volume 14, issue 7, 3947. <https://doi.org/10.3390/su14073947>.
3. Hoerber, Th. C., Weber, G. (eds.): *The European environmental conscience in EU politics: a developing ideology*. London ; New York, New York : Routledge, 2022.
4. Sabel, Ch., David G. V., *Fixing the climate : strategies for an uncertain world*, Princeton, New Jersey : Princeton University Press, 2022.
5. Thunberg, G.: *The Climate Book*. Penguin Random House, 2022.

**Optional bibliography**

1. Cox, S. *The green new deal and beyond ending the climate emergency while we still can*, San Francisco, California: City Lights Books, 2020.
2. Minas, S., Ntousas, V., *EU climate diplomacy: politics, law and negotiations*, Milton : Routledge, 2018.
3. Orsini, A., Kavvatha, E. (eds.). *EU environmental governance current and future challenges*, Harvard London, England; New York, NY : Routledge, Taylor & Francis Group, 2021.

8.2 Seminar/Laboratory	Teaching methods	Observations
<b>1. Position Paper. What is it?</b>	Case Analysis	*** <i>How to write a Position Paper?</i> , <a href="https://www.globalmuners.org/wp-content/uploads/2018/04/10_Guide_to_write_a_Position_Paper_GLOBAL_SEN_MEX_MUN_2018.pdf">https://www.globalmuners.org/wp-content/uploads/2018/04/10_Guide_to_write_a_Position_Paper_GLOBAL_SEN_MEX_MUN_2018.pdf</a>
<b>2. Climate negotiations – simulating a Global Climate Accord.</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



<p><b>3. Climate negotiations – bridging the gap between Green solutions Advocates and Fossil Fuels Proponents.</b></p>	<p>Study case</p>	<p>Lewicki, Roy, Sauders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i>, Mc Graw-Hill Higher Education, 2003, p. 582</p>
<p><b>4. Conference of the Parties (COP) Simulations – multilateral climate negotiations simulation (I)</b></p>	<p>Study case</p>	<p>Lewicki, Roy, Sauders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i>, Mc Graw-Hill Higher Education, 2003, p. 534</p>
<p><b>5. Conference of the Parties (COP) Simulations – multilateral climate negotiations simulation (II)</b></p>	<p>Study case</p>	<p>Lewicki, Roy, Sauders, David, Minton, John, Barry, Bruce, <i>Negotiations: readings, exercises and cases</i>, Mc Graw-Hill Higher Education, 2003, p. 522</p>
<p><b>6. Green Diplomacy: Addressing Environmental Issues – crisis climate negotiation simulation</b></p>	<p>Study case</p>	<p>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-resolution/hostage-negotiation-tips-for-business-negotiators/">https://www.pon.harvard.edu/daily/conflict-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>.</p>

**Bibliography:**

1. Ciot, M.G., *Negocieri Internaționale*, Cluj-Napoca: Presa Universitară Clujeană, 2021.
2. Lewicki, R., Sauders, D., Minton, J., Barry, B., *Negotiations: readings, exercises and cases*, Mc Graw-Hill Higher Education, 2003;
3. Pușcaș, V., *EU Accession Negotiations (A Handbook)*, Wien: Hulla&Co Human Dynamics, 2013, [www.renanetwork.org/documents/wgroups/EU%20Accession%20Negotiations%20\\_Handbook.rar](http://www.renanetwork.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</i> : 1 point			
10.6 Minimum standard of performance			
For grade 5: Describing a specific cultural style of climate negotiation.		For grade 10: Preparing a study case, describing a multilateral climate negotiation.	

Date

...21.09.2023.....

Course holder signature

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Seminar holder signature

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Date of departmental approval

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Head of department signature

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