



Course syllabus

Academic year 2023-2024

1. Information about the program

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

2. Information about the discipline

2.1 Title								Negotiating Green Deal Policies in an Intercultural Context							
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		4	2.6. Type of assessment ¹			E	2.7 Type of module ²			OP		

3. Total estimated time (teaching hours per semester)

3.1 No. of hours per week	2	3.2 of which for course	1	3.3 of which for seminar	1
3.4 Total no. of hours in the curriculum	28	3.5 of which for course	14	3.6 of which for seminar	14
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

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

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



6. Specific skills acquired

Professional skills	<ul style="list-style-type: none"> ❖ C5.1 Identify the content and operation of processes for cross-cultural negotiation; ❖ C5.2 Correlation methods of negotiating cultural specificity local, regional or national; ❖ C5.3 Methods of negotiation under risk and uncertainty decision; ❖ C5.4 Formulation and application of specific criteria to determine the appropriateness of decision in the negotiation; ❖ C5.5 Develop a coherent and integrated negotiated plan.
Interdisciplinary skills	<ul style="list-style-type: none"> ❖ CT 2 Coordinates the implementation of a project team to assume leadership specific roles; ❖ 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.).

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

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

8. Contents

8.1 Course	Teaching methods	Observations
1. Introduction to Green Deal - keyconcepts and frameworks	Academic lectures, collective dialogue	European Commission, <i>European Green Deal</i> , https://commission.europa.eu/strategy-and-policy/priorities-2019-2024/european-green-deal_en
2. Understanding climate negotiations – Conference Of Parties (COP)	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): https://doi.org/10.1038/s44168-023-00052-7
3. Global Challenges: preparing to negotiate Green Deal policies	Academic lectures, collective dialogue	European Commission, <i>NDICI-Global Europe ‘Global Challenges’ thematic programme Multi-annual indicative programme 2021-2027</i> , 2021, https://international-partnerships.ec.europa.eu/system/files/2022-01/mip-2021-c2021-9157-global-challenges-annex_en.pdf
4. Environmental Diplomacy. Negotiating Green Solutions	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, https://www.emerald.com/insight/content/doi/10.1108/JCOM-04-2022-0030/full/pdf
5. Environmental ethics	Academic lectures, collective dialogue	Palmer, C., McShane, K., Sandler, R., “Environmental ethics”, in <i>Annual Review of Etichs</i> , 2014, 39: 419-42, https://www.annualreviews.org/doi/pdf/10.1146/annurev-environ-121112-094434
6. International crisis negotiation	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, https://www.sciencedirect.com/science/article/pii/S0962629823001038

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



3. Climate negotiations – bridging the gap between Green solutions Advocates and Fossil Fuels Proponents.	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
4. Conference of the Parties (COP) Simulations – multilateral climate negotiations simulation (I)	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
5. Conference of the Parties (COP) Simulations – multilateral climate negotiations simulation (II)	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
6. Green Diplomacy: Addressing Environmental Issues – crisis climate negotiation simulation	Study case	PON, <i>What is a crisis negotiation?</i> , PON, 2022, https://www.pon.harvard.edu/tag/crisis-negotiation/ PON, <i>Advanced Negotiation Strategies and Concepts: Hostage Negotiation Tips for Business Negotiators</i> , 2009, https://www.pon.harvard.edu/daily/conflict-resolution/hostage-negotiation-tips-for-business-negotiators/ PON, 2020, <i>A Crisis Negotiations Case Study: Chen Guangcheng, the United States, China, and Diplomatic Negotiations</i> , https://www.pon.harvard.edu/daily/international-negotiation-daily/learning-from-international-negotiations-the-chen-guangcheng-crisis/ .

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.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



UNIVERSITATEA BABEȘ-BOLYAI
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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			
For grade 5: Describing a specific cultural style of climate negotiation.		For grade 10: Preparing a study case, describing a multilateral climate negotiation.	

Date

Course holder signature

Seminar holder signature

...21.09.2023.....

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Date of departmental approval

Head of department signature

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