



Course syllabus Academic year 2021-2022

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	Bachelor
1.6 Programme of study/ Qualification	International Relations and European Studies (English line of study)

2. Information about the discipline

2.1 Title	Negotiation and mediation in international relations						
2.2 Course holder	Assist. prof. Radu ALBU Comănescu PhD						
2.3 Seminar holder	Assist. prof. Radu ALBU Comănescu PhD						
2.4 Year of study	II	2.5 Semester	IV	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:					Hours
Study by using handbook, reader, bibliography and course notes					3
Additional library/specialised online research, field research					6
Preparation of seminars/laboratories, homework, projects, portfolios and essays					9
Tutoring					34
Examinations					12
Other activities:					23
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	❖ Not the case
4.2 of competencies	❖ 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"> ❖ Identify the content and operation of processes for negotiation; ❖ Apprehension of negotiation methods; ❖ Methods of negotiation under risk and uncertainty decision; ❖ Formulation and application of specific criteria to determine the appropriateness of decision in the negotiation; ❖ Develop a coherent and integrated negotiated plan.
Interdisciplinary skills	<ul style="list-style-type: none"> ❖ Coordinates the implementation of a project team to assume leadership specific roles; ❖ 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"> ❖ Receiving and transmitting ideas effectively using the appropriate channel in the right moment and providing specific details to back up their observations and conclusions. ❖ Diagnosing, dealing with and resolving interpersonal conflicts quickly and deeply, without damaging personal relations. ❖ Receiving the commitment of collaborators by inspiring their trust, giving meaning to their work and motivating them to achieve their goals. ❖ Promoting an atmosphere of collaboration, communication and trust among team members. ❖ Displaying an entrepreneurial spirit and making the necessary changes with decisiveness and personal responsibility. ❖ Identifying and effectively dealing with information that is relevant to the job. ❖ Negotiating, reaching satisfactory agreements for the parties involved, and discovering or creating items that give added value to the relationship. ❖ Reacting with emotions and states of mind that are appropriate in each situation.
7.2 Specific objectives	<ul style="list-style-type: none"> ❖ Applying techniques and skills for dealing with situations involving people with the aim of effectively managing teams and resolving conflicts in multicultural contexts. ❖ Skills training to use various negotiation techniques; ❖ Developing communication skills in international negotiations; ❖ Identify the type of negotiation

8. Contents

8.1 Course	Teaching methods	Observations
1. Conceptualizing the process of negotiating: the common	Academic lectures, collective dialogue	References and support used: Meerts, Paul,



2. Conceptualizing the process of negotiating: the institutional	Academic lectures, collective dialogue	Meerts, Paul, Diplomatic Negotiation: Essence and Evolution, Netherlands Institute of International Relations “Clingendael”, 2015
3. Negotiations: characteristics and development	Academic lectures, collective dialogue	Curtin, P. A. Gaither, T. K. International Public Relations: Negotiating Culture, Identity, and Power, Thousand Oaks Sage Publications, 2007;
4. Negotiations: characteristics and development (II)	Academic lectures, collective dialogue	Knudsen, O. E., (ed), Cultural Barriers, Cultural Bridges: Experience and Evidence from Diplomacy and Politics, Stockholm, Swedish Institute of International Affairs, 2005
5. Cultural aspects of international negotiations	Academic lectures, collective dialogue	Pușcaș, Vasile, EU Accession Negotiations (A Handbook), Wien: Hulla&Co Human Dynamics, 2013
6. Knowledge, emotions and communication factors in negotiations	Academic lectures, collective dialogue	
7. International business negotiations	Academic lectures, collective dialogue	
8. International business negotiations (II)	Academic lectures, collective dialogue	
9. EU Negotiations: mindset and framework	Academic lectures, collective dialogue	
10. EU Negotiations (II): the intra-institutional process	Academic lectures, collective dialogue	
11. EU Negotiations (III): the accession negotiations	Academic lectures, collective dialogue	
12. EU Negotiations (IV): Strategies and tactics in accession negotiations	Academic lectures, collective dialogue	
13. EU Negotiations (V): Position papers	Academic lectures, collective dialogue	
14. Recapitulation, main topics	Academic lectures, collective dialogue	



<p>Bibliography:</p> <ul style="list-style-type: none"> a. Meerts, Paul, Diplomatic Negotiation: Essence and Evolution, Netherlands Institute of International Relations “Clingendael”, 2015 b. Curtin, P. A. Gaither, T. K. International Public Relations: Negotiating Culture, Identity, and Power, Thousand Oaks Sage Publications, 2007; c. Knudsen, O. E., (ed), Cultural Barriers, Cultural Bridges: Experience and Evidence from Diplomacy and Politics, Stockholm, Swedish Institute of International Affairs, 2005 d. Puşcaş, Vasile, EU Accession Negotiations (A Handbook), Wien: Hulla&Co Human Dynamics, 2013 		

8.2 Seminar/Laboratory	Teaching methods	Observations
1. Case 1: person to person negotiation	Case analysis, role play	Lewicki, Roy, Sauders, David, Minton, John, Barry, Bruce, Negotiations: readings, exercises and cases, Mc Graw-Hill Higher Education, 2003 ; [for theoretical frame] Puşcaş, Vasile, EU Accession Negotiations (A Handbook), Wien: Hulla&Co Human Dynamics, 2013
2. Case 2: group, multilateral, high risk stake, high responsibility engagement negotiation	Case analysis, role play	
3. Case 3: group, multilateral, professional negotiation	Case analysis, role play	
4. Case 4: group, multilateral, international business negotiation	Case analysis, role play	
5. EU Directive	Role play / simulation	
6. EU Directive	Role play / simulation	
7. EU Directive	Role play / simulation	

<p>Bibliography:</p> <p>Lewicki, Roy, Sauders, David, Minton, John, Barry, Bruce, Negotiations: readings, exercises and cases, Mc Graw- Hill Higher Education, 2003; Puşcaş, Vasile, EU Accession Negotiations (A Handbook), Wien: Hulla & Co Human Dynamics, 2013</p>



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 course concentrates on trying to attain the following objectives: to improve the students' ability to negotiate in competitive as well as collaborative situations ; to increase the students' level of awareness of the negotiation process ; to become familiar with specific concepts and principles that will enhance the students' negotiation effectiveness ; to reflect on personal style and the impact it has on others.
 Accordingly, after this course, students will have sufficient capabilities and skills to engage in career related to international relations and diplomacy, with the skills necessary to conduct the activities of non-governmental organizations, ministries, embassies and government and regional authorities.

10. Assessment

Type of activity	10.1 Assessment criteria	10.2 Assessment methods	10.3 Percentage of the final grade
10.4 Course	Evaluation based on frequency of attendance, performance during the open discussions, and answers to the questions addressed	Evaluation based on written examination	50
10.5 Seminar/ Laboratory	Evaluation based on frequency of attendance and performance during the seminars		40
			<i>Ex officio: 1 point</i>
10.6 Minimum standard of performance			
For grade 5: <i>Attending 50% of classes and 50% of seminars ; Taking the final exam and answering to at least 50% of the questions ; Reading the mandatory bibliography</i>		For grade 10: <i>Attending at least 80% of classes and 80% of seminars ; Seminar activity ; Taking the final exam and assuming the tasks related to it ; Reading the mandatory bibliography and at least half the texts or videos suggested as seminar biblio- & videography</i>	

Date

Course holder signature

Seminar holder signature



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Date of departmental approval

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