



## Course and Examination Fact Sheet: Autumn Semester 2017

### 7,393: Practical Project: Negotiating Successfully in International Politics and Development Cooperation

ECTS credits: 4

#### Overview examination/s

(binding regulations see below)

Decentral - Group examination paper (all given the same grades) (50%)

Decentral - Presentation (in groups - all given the same grades) (30%)

Decentral - Active participation (20%)

#### Attached courses

Timetable -- Language -- Lecturer

[7,393,1.00 Practical Project: Negotiating Successfully in International Politics and Development Cooperation](#) -- Englisch --  
[Albani Martin](#) , [Ade Valentin](#)

#### Course information

#### Course prerequisites

There are no prerequisites.

#### Course content

Nearly all decisions in international politics and development cooperation are the result of negotiations. If you intend to pursue a career in these areas and if you want to be as effective as possible, you will want to develop your ability to negotiate as early as you can.

The premise of this course is that most negotiations are variable-pie situations, rather than zero-sum games. This means that negotiators may be able to reach solutions that “create value” for all parties involved and are substantially better than mere compromises.

The course is highly interactive and will allow you to acquire not only knowledge, but also practical skills and a helpful negotiation mindset. At the beginning, you will complete a number of shorter exercises on negotiation, communication, and improvisation. Then, you will carry out two comprehensive negotiation simulations, one of them in an original meeting room of the EU's diplomatic service during our field trip to Brussels. This trip will also give you the opportunity to meet EU diplomats and other international practitioners, learn from them about their negotiation experiences, and discuss current political challenges and career opportunities in international politics and development cooperation.



## Course structure

### Days 1 and 2: On Campus

During the first two days, you will learn the basics of creating and claiming value in negotiations and apply them during the first comprehensive negotiation simulation. These basics often have an interdisciplinary dimension and have mainly been developed by academics and practitioners in the fields of psychology, organizational studies, management, economics, political science, and law. In addition, you will learn more about and discuss the unique characteristics and challenges of negotiation in international politics and development cooperation.

### Days 3 and 4: Field Trip to Brussels

The field trip brings you to the very heart of European diplomacy: The European External Action Service at Place Schuman in Brussels. Here, at the headquarters of the EU's diplomatic service, you will meet with seasoned professionals willing to share their insights concerning best practices and lessons learned at the negotiation tables around the world. You will then be able to apply this hands-on knowledge by taking a seat at an original EU negotiation table for our second simulation. You will also give your group presentations. The field trip will end with a dinner on Friday evening (attendance voluntary) and the opportunity to explore Brussels by night.

## Course literature

Holbrooke, R. (1999). *To End a War: The Conflict in Yugoslavia - America's Inside Story - Negotiating with Milosevic*. Modern Library

Malhotra, D. & Bazerman, M. (2007). *Negotiation Genius*. Bantam Books

Thompson, L. L. (2014). *The Heart and Mind of the Negotiator*. Pearson Prentice Hall

Wheeler, M. (2013). *The Art of Negotiation*. Simon & Schuster

Zartman, I. W. (2010). Negotiation Pedagogy: International Relations. *International Negotiation*, 15(2), 229-246.

## Additional course information

Valentin Ade is an independent negotiation practitioner. He is interested in particular in complex negotiations and the role that mindsets play in them.

Martin Albani is a diplomat in the foreign service of the European Union, the European External Action Service. He is in particular working on peace-building, conflict negotiation and security sector reform.



## Examination information

### Examination sub part/s

#### 1. Examination sub part (1/3)

##### Examination time and form

Decentral - Group examination paper (all given the same grades) (50%)

##### Remark

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##### Examination-aid rule

Term papers

- Term papers must be written without anyone else's help and in accordance with the known quotation standards, and they must contain a declaration of authorship.
- The documentation of sources (quotations, bibliography) has to be done throughout and consistently in accordance with the APA or MLA standards. The indications of the sources of information taken over verbatim or in paraphrase (quotations) must be integrated into the text in accordance with the precepts of the applicable quotation standard, while informative and bibliographical notes must be added as footnotes (recommendations and standards can be found, for example, in METZGER, C. (2015), *Lern- und Arbeitsstrategien* (11th ed., 4th printing). Aarau: Sauerländer).
- For any work written at the HSG, the indication of the page numbers both according to the MLA and the APA standard is never optional.
- Where there are no page numbers in sources, precise references must be provided in a different way: titles of chapters or sections, section numbers, acts, scenes, verses, etc.
- For papers in law, the legal standard is recommended (by way of example, cf. FORSTMOSER, P., OGOREK R. et SCHINDLER B. (2014), *Juristisches Arbeiten: Eine Anleitung für Studierende* (5. Auflage), Zürich: Schulthess, or the recommendations of the Law School).

##### Supplementary aids

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##### Examination languages

Question language: English

Answer language: English

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#### 2. Examination sub part (2/3)

##### Examination time and form

Decentral - Presentation (in groups - all given the same grades) (30%)

##### Remark

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##### Examination-aid rule

Practical examination

No examination-aid rule is necessary for such examination types. The rules and regulations of the University of St. Gallen apply in a subsidiary fashion.

##### Supplementary aids

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##### Examination languages

Question language: English



Answer language: English

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## 3. Examination sub part (3/3)

### Examination time and form

Decentral - Active participation (20%)

### Remark

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### Examination-aid rule

Practical examination

No examination-aid rule is necessary for such examination types. The rules and regulations of the University of St. Gallen apply in a subsidiary fashion.

### Supplementary aids

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### Examination languages

Question language: English

Answer language: English

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## Examination content

Group examination paper: The students compose reflection journals in which they discuss selected negotiation concepts as well as their success and challenges in developing knowledge, skills, and mindsets. They are encouraged to attach fotos and drawings to these journals.

Presentation: The students apply selected negotiation concepts on real-life conflicts and provide recommendations for the involved parties.

Active participation: Grading criteria are the quality and frequency of participation.

## Examination relevant literature

The students select the sources for their reflection journals and presentations on their own.



### Please note

We would like to point out to you that this fact sheet has absolute priority over other information such as StudyNet, faculty members' personal databases, information provided in lectures, etc.

When will the fact sheets become binding?

- Information about courses and examination time (central/decentral and grading form): from the start of the bidding process on 24 August 2017
- Information about decentral examinations (examination-aid rule, examination content, examination relevant literature): after the 4th semester week on 16 October 2017
- Information about central examinations (examination-aid rule, examination content, examination relevant literature): from the start of the enrolment period for the examinations on 06 November 2017

Please look at the fact sheet once more after these deadlines have expired.