



Course and Examination Fact Sheet: Autumn Semester 2018

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) (50%)

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

Students are required to read the following book before the course begins as we will be referring to its concepts throughout the course: Malhotra, D., & Bazerman, M. H. (2008). *Negotiation genius: How to overcome obstacles and achieve brilliant results at the bargaining table and beyond*. Bantam.

They shall be able to dedicate some eight hours before the course begins to meet with their fellow group members and work on their group examination papers. Also, they shall be able to meet with their fellow group members for half a day to one full day between the St. Gallen and the Brussels course blocks in order to work on their presentation.

Students shall be willing to not use electronic devices, such as computers or smartphones, during the classes. This will help us create a productive learning atmosphere.

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. Subsequently, 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 high-level EU diplomats and officials, learn from them about their negotiation experiences, and discuss current political challenges.

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 and European Commission 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 Tuesday evening (attendance voluntary) and the opportunity to explore Brussels by night.

Course literature

Ade, V., Schuster, C., Harinck, F., & Trötschel, R. (2018). Mindset-Oriented Negotiation Training (MONT): Teaching More Than Skills and Knowledge. *Frontiers in Psychology*, 9:907. doi: 10.3389/fpsyg.2018.00907

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

Malhotra, D., & Bazerman, M. H. (2008). *Negotiation genius: How to overcome obstacles and achieve brilliant results at the bargaining table and beyond*. Bantam

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

Additional course information

Practicalities

There are reserved hostel dorm beds in Brussels from 4 to 6 November (2 nights) available which will be covered by HSG. There will be separate dorms for women and men.

Examination information

Examination sub part/s

1. Examination sub part (1/2)

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. (2017), *Lern- und Arbeitsstrategien* (12th ed., Cornelsen Schweiz).
- 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. (2018, Juristisches Arbeiten: Eine Anleitung für Studierende (6. Auflage), Zürich: Schulthess, or the recommendations of the Law School).

Supplementary aids

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Examination languages

Question language: English

Answer language: English

2. Examination sub part (2/2)

Examination time and form

Decentral - Presentation (in groups - all given the same grades) (50%)

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

Examination content

Group examination paper(50% of final grade): The students compose reflection journals consisting of two parts. In part 1 they address their reflections before the course: What are their strengths, improvement goals, questions, styles, beliefs, motivations, and emotions regarding negotiations? In which ways do they believe negotiation to be relevant for their future careers? And why do they believe that taking this course can benefit them? In part 2 the students describe their reflections after the course: How did applying their new competencies outside the classroom work and how did their perspective on negotiations evolve? In which ways is this relevant for them? What are their ideas and plans for their future as negotiators and which challenges in developing their negotiation knowledge, skills, and mindsets are they likely to encounter?

Presentation (50% of final grade): As part of the capstone simulation exercise of this course that will take place in Brussels, students shall give a 10 minute group presentation on their team preparation and negotiation strategy. This presentation will be held on the second day in Brussels after the end of the exercise, but PowerPoints are due to be submitted before the start of the Brussels block. Group size will be approximately 4 to 5 students.

Examination relevant literature

Ade, V., Schuster, C., Harinck, F., & Trötschel, R. (2018). Mindset-Oriented Negotiation Training (MONT): Teaching More Than Skills and Knowledge. *Frontiers in Psychology*, 9:907. doi: 10.3389/fpsyg.2018.00907

Holbrooke, R. (1999). *To End a War: The Conflict in Yugoslavia - America's Inside Story - Negotiating with Milosevic*. Modern Library
Malhotra, D., & Bazerman, M. H. (2008). *Negotiation genius: How to overcome obstacles and achieve brilliant results at the bargaining table and beyond*. Bantam

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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 23 August 2018
- Information about decentral examinations (examination-aid rule, examination content, examination relevant literature): after the 4th semester week on 15 October 2018
- Information about central examinations (examination-aid rule, examination content, examination relevant literature): from the start of the enrolment period for the examinations on 05 November 2018

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