Diplomacy and Crisis Management

**Description:** This course explores how modern diplomacy and negotiation can effectively address seemingly “intractable” international conflicts and overcome barriers to agreement in civil wars, interstate conflicts, and in trade and finance. Each section of the course looks at a small number of abstract theoretical arguments or discussions, and a handful of more concrete applications of those theoretical ideas to specific historical episodes.

The course consists of the two educational elements. Theoretical part focuses on understanding, assessment, and application of various theoretical lenses for explaining bargaining strategies, processes and outcomes. It includes such fields as evolution of the institution of diplomatic norms and practices, the nature of bargaining “power” in international politics, basic game theoretic and rational choice accounts of negotiation, theory of conflict and conflict diplomacy. The second. Practical part includes foreign policy analysis practices, case studies and simulation games which allow students to advance and use their negotiation skills.

**Grading and Assignments:** Your grade will be based on:

- Quizzes in Seminar to test if you’ve done the reading: 20%
- Group Project: 20%
- Seminar Participation: 25%
- Final Exam: 35%

**Readings:** Readings include selections from textbooks, academic articles and chapters that focus on the topic of the course.

A dropbox folder with some selected materials will be opened for your use.

**Week 1: Introduction and Overview:** What is diplomacy and negotiations? Why negotiations matter in world politics? Why and how diplomatic relations differ from other political and social relations?

Readings:


**Week 2: Negotiations in World Politics**

Readings:


**Week 3: Diplomacy as a part of Foreign Policy**

Readings:


X (George Kennan), ‘The Sources of Soviet Conduct’, *Foreign Affairs*, vol. 25, no. 4 (July 1947), 566-82.


H. Kissinger, *Does America Need a Foreign Policy?: Toward a Diplomacy for the 21st Century*, (2001)

**Week 4: Multilateral Negotiations and International Organizations**

Readings:


Week 5: Crisis Management
Readings:
G. Goldman, Change and Stability in Foreign Policy, (1996)

Week 6: Commercial Negotiations
Readings:

Week 7: Mechanisms and Institutions
Readings:
C. Ross, Independent Diplomat: Dispatches from an Unaccountable Elite, (2007)

Week 8: Negotiation Skills
Readings: